

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 13, 2004

CHANGE NOTICE NO. 21
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER/CA (517) 335-0462 Christine Mitchell, CPPB
Contract Compliance Inspector: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2007		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately this contract is **EXTENDED** for two (2) years. The new contract end date is August 1, 2007. This contract is also **INCREASED** by \$2,000,000.00. Effective immediately, the attached modifications are hereby incorporated into this contract with no other modifications in pricing, terms and conditions. The attached modified rate plans incorporate an additional 8% reduction in SOM business account plan rates. The main contact for sales remains:

Rick Van Buskirk at (810) 217-1627 (Richard.vanbuskirk@nextel.com)
OR

Joel Bell at (810) 217-1627 (Joel.bell@nextel.com)

In addition, there are 6 Nextel Strategic Care Specialists assigned to specific accounts and departments. Contact Karen Guinyard at (810) 499-1761 to find out who your agency specialist is. Also, find attached the new

employee rate plans, reflecting a 10% discount on rate plans, 27% discount on hantouts and 10% on accessories. For employess accounts contact:

Tracy Archer at (517) 202-3757 (tracey.archer.@nextel.com)

OR

Through the webaisle lik off the DMB AS website.

AUTHORITY/REASON (S):

Per vendor contact (Joel Bell) dated 9/2/04.

INCREASE: \$2,000,000.00

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.46

Nextel Public Sector Accounts Rate Plan Guide

State/Local Discount

18%

September 2004

Sales Rep Title
rpp.nam@nextel.com

Richard Van Buskirk
Fax: (248) 893-8940

Cell: (810) 217-0479

RATE PLANS	Monthly Access*	Discounted Monthly Access*	Cellular Minutes*	Service Agreement	Cellular Overage	Direct Connect Minutes**	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends	Domestic Long Distance*	Voice Mail	Caller ID*	NOL*
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Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming 250	\$49.99	\$40.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Two-Way Messaging Express**
National Free Incoming 400	\$59.99	\$49.99	400 + 100											
National Free Incoming 600	\$69.99	\$59.99	600 + 100											
National Free Incoming 800	\$79.99	\$69.99	800 + 100											
National Free Incoming 1200	\$119.99	\$99.99	1200 + 100											
National Free Incoming 1600	\$159.99	\$139.99	1600 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming Plus 250	\$59.99	\$49.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	\$69.99	\$59.99	400 + 100											
National Free Incoming Plus 600	\$79.99	\$69.99	600 + 100											
National Free Incoming Plus 800	\$89.99	\$79.99	800 + 100											
National Free Incoming Plus 1200	\$129.99	\$109.99	1200 + 100											
National Free Incoming Plus 1600	\$169.99	\$149.99	1600 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express.														

Contractually Covered ¹														
National Team Share Add-on	\$15.00	\$12.30	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Two-Way Messaging Express**
National Team Share 400	\$39.99	\$32.79	400											
National Team Share 600	\$49.99	\$40.99	600											
National Team Share 800	\$59.99	\$57.39	800											
National Team Share 1000	\$69.99	\$73.79	1,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Contractually Covered ¹														
National Shared Minute 100	\$29.99	\$32.79	100	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	\$10 per month	Included	Included	Included	Buy-Up Options Available**
National Shared Minute 500	\$59.99	\$57.39	500											
National Shared Minute 700	\$69.99	\$73.79	700											
National Shared Minute 1000	\$79.99	\$85.19	1,000											
National Shared Minute 1300	\$119.99	\$131.19	1,300											
National Shared Minute 1500	\$159.99	\$171.19	1,500											
National Shared Minute 2500	\$259.99	\$285.19	2,500											
National Shared Minute 4000	\$419.99	\$465.19	4,000											
Cellular minutes round to the second after first minute. Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Premier.														

Alternate Line Pay As You Go														
National Alternate Line 200	\$5.99	\$4.91	0	One-Year	10¢ per min.	N/A	N/A	N/A	No	Unlimited	Included	Shared with Primary Line	Shared with Primary Line	N/A
National Alternate Line 500	\$10.99	\$16.39	200											
National Alternate Line 700	\$15.99	\$24.59	350											
National Alternate Line 900	\$20.99	\$32.79	500											
National Alternate Line 1000	\$25.99	\$40.99	1,000											
Alternate Line Service Plans cannot be used for primary line service.														

National Value 500														
National Value 1000	\$39.99	\$32.79	500	One-Year	40¢ per minute	100	15¢ per minute	15¢ per minute	DC	Unlimited	Included	\$1 per month	\$1 per month	Buy-Up Options Available**
National Value 2000	\$59.99	\$49.99	1,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

National Unlimited NDC Plus														
Includes Full Service Package														
	\$199.99	\$163.99	Unlimited	One-Year	N/A	Unlimited	N/A	15¢ per min	No	N/A	Included	Included	Included	Full Service

Nextel Public Sector Accounts Rate Plan Guide

18%

September 2004

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Local Instant Connect UDC	\$35.99	\$29.51	0	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	20¢ per minute for included w/ \$10 Buy-up)	\$1 per month	\$1 per month	Buy-Up Options Available**
Local Instant Connect 500	\$39.99	\$32.79	500											
Local Instant Connect 700	\$49.99	\$40.99	700											
Local Instant Connect 1000	\$59.99	\$48.19	1,000											
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express or \$15 UNDC Access plus Two-Way Messaging Premier.														

BlackBerry National Shared Minute	\$44.99	\$36.89	0	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular No	\$10 per month	Included	Included	Included	Unlimited Email & Web Access
BlackBerry Nationwide Free Incoming	\$39.99	\$41.99	300											
BlackBerry National Team Share 400	\$79.99	\$65.99	400											
BlackBerry National Team Share 600	\$99.99	\$73.79	600											
BlackBerry National Team Share 800	\$109.99	\$80.19	800											
BlackBerry National Team Share 1000	\$129.99	\$106.59	1,000											
Get 100 Bonus Minutes per month for 12 months 7 with the BlackBerry Nationwide Free Incoming Plan!														

Government Local Shared 100	\$24.99	\$20.49	0	One-Year	20¢ per minute	100	15¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
Government Local Shared 400	\$39.99	\$32.79	200											
Government Local Shared 700	\$49.99	\$40.99	350											
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express or \$15 UNDC Access plus Two-Way Messaging Premier.														

Government Total Rewards Add-on	\$25.00	\$20.50	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	Included	Two-Way Premier**
Government Total Rewards 300	\$45.00	\$36.50	300											
Government Total Rewards 500	\$55.00	\$45.10	500											
Government Total Rewards 700	\$75.00	\$64.50	700											
Government Total Rewards 900	\$95.00	\$77.50	900											
Includes Priority Connect — a feature that provides priority access to the Nextel network and its resources during times of congestion.														

* Other monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of \$1.55 or \$2.83. The FPCR is not a fee or government required charge. The fee is charged for use or more of the following: EVI, number pooling and wireless number portability.

Plans are valid for Public Sector calls only. All other calls are subject to standard rates. Cellular minutes are subject to change. Cellular minutes may apply. Offers may require credit approval, new activation and one- or two-year service agreement. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.25¢ or 1.5¢, or a state or federal tax. All other rates are available on all calls. Account set-up fee of \$25 per phone, up to \$70 per account (some markets a max of \$80/account per order) may apply. \$200 early termination fee may apply, after 15-day trial period (conditions apply). Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 State Key: Both = cellular and DC; Cellular = cellular only; DC = Direct Connect only; No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes do not share. Group Connect minutes do not share.

2 Nationwide Direct Connect calls are charged to the call initiator, use DC minutes in your plan and incur an additional charge of either (i) 1¢/min, multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. Requires a data-capable phone. NDC does not apply to Group Connect.

3 Direct Connect minutes are available in your local calling area and do not include Group Connect calls. Limited Direct Connect minutes can be used for Group Connect calls.

4 Nights are 8:00pm to 7:00pm. Weekends begin Fri. at 6:00pm and end Mon. at 7:00am.

5 No additional charge for Domestic Long Distance, if Domestic Long Distance is included in the plan.

6 Caller ID may not be available on all calls. Read Service Agreement for details.

7 Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Group Connect minutes do not share.

8 Cellular calls round to the next full minute, except for the National Shared Minute plan, when cellular calls round to the second after the first minute. Unused minutes do not accumulate to the next billing cycle.

9 Free incoming calls are calls received while in the U.S. on the Nextel National Network.

\$ Up to 10¢ per sent or received text message depending on message type.

** Additional Data Services are available to be purchased as an add-on including Premium Web, Unlimited Two-Way Messaging, Mobile Email and Full Service Data Package. Ask your Sales Representative for more information.

† Includes Rate Plans are available for inclusion as part of Federal, State and Local contracts. All other rate plans should be deemed as limited time offers and are subject to change.

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INDIVIDUAL SERVICE PLANS		DESCRIPTION	MONTHLY PRICE	INCLUDED	DISCOUNTED PRICE	COVERAGE
PUBLIC SECTOR	M	Messaging Package Stay connected while on the go with these mobile messaging services and contact management tools.	\$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service		
		Full Service Package The most comprehensive bundle of wireless data, messaging and contact management tools. Includes everything you need to stay productive while on the go.	\$15.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service		
		Mobile Admin Package Allows administrators to remotely manage contact lists and customize phones' Net menus for an entire account. Includes Two-Way Messaging Express.	\$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service		
		Wireless Web Access any wireless Internet URL, set bookmarks, customize browser menu with MyView, access AOL® and MSN Mobile, AOL® Mail, AOL® Instant Messenger™, and WebTV. Includes Wireless Web and Two-Way Messaging Express.	\$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service		
		Premium Web Access any wireless Internet URL, set bookmarks, customize browser menu with MyView, access AOL® and MSN Mobile, AOL® Mail, AOL® Instant Messenger™, and WebTV. Includes Wireless Web and Two-Way Messaging Express.	\$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service		
PUBLIC SECTOR	M	Two-Way Messaging Express Pay-as-you-go basic messaging service, \$0.10 per message.	\$0.10 each	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Two-Way Messaging Premier Send and receive unlimited messages. Includes Web and Address Book.	\$7.50	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		AOL® Instant Messenger™ Exchange instant messages with any AIM user with your existing Screen Name and Buddy List feature. Includes Web and Two-Way Messaging Express.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Alerts (SMS) Incoming text and numeric SMS alerts.	\$0.15 each	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Mobile Email Access your POP3 ISP accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging Express.	\$0.15 each	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
PUBLIC SECTOR	M	International Data Services Access to data services including Messaging services, Wireless Web, BlackBerry and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Address Book Manage up to 2,000 contacts at Nextel.com. Access remotely from your phone, download your phone's contact list, access administrator-controlled corporate directory. Includes Web and Two-Way Messaging Express.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Address Book Admin Allows end-users to access administrator-controlled directory of up to 10,000 contacts. Includes Two-Way Messaging Express.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		Mobile Locator™ Allows managers and dispatchers to view the current location of field employees in real time on an Internet-based map. Includes Two-Way Messaging Express.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
		NOL Racing Connection™ Introduces a new level of racing excitement. Get the NASCAR.COM TO GO service. Includes Web and Two-Way Messaging Express.	\$5.00	ONE MONTH FREE OF TWO-WAY MESSAGING EXPRESS AND NATIONWIDE DIRECT CONNECT plus 100 bonus cellular minutes for 12 months with the \$15 Plan & Two-Way Messaging Express.		
PUBLIC SECTOR	M	NOL Racing Connection™ The complete bundle for avid race fans -- get the NASCAR.COM TO GO subscription, 2 MB of Total Connect usage, Wireless Web service and Two-Way Messaging Express in one convenient, flexible billed package!	\$15.99	ONE MONTH FREE!		
		Mobile Applications Manager (MAM)™ Allows customers to manage, purchase and distribute JAVA applets over-the-air with no requirement for certification from Nextel. Includes everything you need to get started.		Includes with Two-Way Messaging Premier for only \$20.00.		
		Mobile Applications Manager (MAM)™ Allows customers to manage, purchase and distribute JAVA applets over-the-air with no requirement for certification from Nextel. Includes everything you need to get started.		AS Connects and Total Connect usage charged waived for the first 2 months of service.		
		Mobile Applications Manager (MAM)™ Allows customers to manage, purchase and distribute JAVA applets over-the-air with no requirement for certification from Nextel. Includes everything you need to get started.		FIRST MONTH FREE!		
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SPECIAL PROMOTIONAL OFFERS		MONTHLY PRICE	DISCOUNTED PRICE	COVERAGE
PUBLIC SECTOR	M	60 Bonus Anytime Cellular Minutes per month for 12 months.	\$0.00	\$0.00
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		60 Bonus Anytime Cellular Minutes per month for 12 months.	\$0.00	\$0.00
		60 Bonus Anytime Cellular Minutes per month for 12 months.	\$0.00	\$0.00
		60 Bonus Anytime Cellular Minutes per month for 12 months.	\$0.00	\$0.00
		60 Bonus Anytime Cellular Minutes per month for 12 months.	\$0.00	\$0.00
TOTAL				
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TOTAL				
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Nextel's Best Connection Service is available for the 1710, 1730, 1750, 1770, 1790, 1810, 1830, 1850, 1870, 1890, 1910, 1930, 1950, 1970, 1990, 2010, 2030, 2050, 2070, 2090, 2110, 2130, 2150, 2170, 2190, 2210, 2230, 2250, 2270, 2290, 2310, 2330, 2350, 2370, 2390, 2410, 2430, 2450, 2470, 2490, 2510, 2530, 2550, 2570, 2590, 2610, 2630, 2650, 2670, 2690, 2710, 2730, 2750, 2770, 2790, 2810, 2830, 2850, 2870, 2890, 2910, 2930, 2950, 2970, 2990, 3010, 3030, 3050, 3070, 3090, 3110, 3130, 3150, 3170, 3190, 3210, 3230, 3250, 3270, 3290, 3310, 3330, 3350, 3370, 3390, 3410, 3430, 3450, 3470, 3490, 3510, 3530, 3550, 3570, 3590, 3610, 3630, 3650, 3670, 3690, 3710, 3730, 3750, 3770, 3790, 3810, 3830, 3850, 3870, 3890, 3910, 3930, 3950, 3970, 3990, 4010, 4030, 4050, 4070, 4090, 4110, 4130, 4150, 4170, 4190, 4210, 4230, 4250, 4270, 4290, 4310, 4330, 4350, 4370, 4390, 4410, 4430, 4450, 4470, 4490, 4510, 4530, 4550, 4570, 4590, 4610, 4630, 4650, 4670, 4690, 4710, 4730, 4750, 4770, 4790, 4810, 4830, 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Total Connect and Packetstream Gold Plans / Business Solutions Pricing



September 2004

rep.name@nextel.com

Tethered Packet Data Rate Plans						
Application	Description of Service	Application	Monthly Account	Public IP Price	Effective Speed KB	Overage Per KB
Total Connect & Packetstream Gold Plans						
Total Connect As-You-Go						
Total Connect 1 Megabyte - Phone	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	Datatrak - Wireless ATrac	\$14.95 to \$16.95; Bar code: \$3.95	\$2.99	N/A	\$0.05
Total Connect 5 Megabyte - Phone Plus				\$9.99	19.2	\$0.01
Total Connect 10 Megabyte - PDA				\$19.99	19.2	\$0.009
Total Connect 50 Megabyte - Laptop				\$29.99	19.2	\$0.008
Total Connect 100 Megabyte - Laptop Plus				\$59.99	19.2	\$0.005
Packetstream Gold *				\$99.99	19.2	\$0.003
				\$254.99	Up to 56.6	N/A
Business Solutions Applications - Nextel-Billed						
Application	Description of Service	Application	Monthly Account	Application	Description of Service	Monthly Account
0Board - Pathway	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	Datatrak - Wireless ATrac	\$14.95 to \$16.95; Bar code: \$3.95		Real-time updates of pick-ups, delivery and proof-of-delivery data for the transportation industry. Obtain for independent expedited transportation industry.	\$27.50
AccSoft - Comet Tracker	Use GPS to locate and track workers, keep electronic timesheet, and download timesheet data to PC. Requires additional Total Connect Plan.	Gearworks - ATrac	\$17.00		As a turnkey-level solution that can scale to support a variety of field service activities. Features include GPS mapping and dispatch, timesheets, driving directions, real-time work status, geo-fencing, and a variety of key metric reports.	\$14.95 to \$59.00
Aether - PocketBlue	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	Nextel Interoperability Directory	\$75.99		Unique service offering designed to facilitate interoperable communications between public safety organizations.	\$5.00 to \$10.00
AirClic Barcode Scanning Solutions	Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	Punchant - Deo	Service: Type 1 \$30, Type 2 \$35, Type 3 \$40		Provides two-way pertinent job information and location updates in real time. Two GPS and barcode provides job information, location updates and scanning in real time.	\$11.00 to \$21.00
AltHours - AltPut	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	ServiceHub - ServiceHub	\$19.99		Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.	\$30 ServiceHub Dispatcher: \$10 Workflow: \$10 \$20 Location Sys.
Construction - CityConnect	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	Symbal - Symbal PSM200 Barcode Scanner	\$3.50		Allows mobile field service, field sales and delivery personnel to access point-to-point, coordinate applications, and transfer voice and data between mobile and fixed infrastructure assets in the field. (See AirClic for service options)	one-time device cost \$475
Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	TeleNav - TeleNav	\$10.00		Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited routes requires additional Total Connect Plan.	\$9.99
Corrigo Expansion Module - Corrigo Inventory Management	Extends CorrigoConnect's Cost Allocation and Parts Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Teletrek - Teletrek	\$15.00		Provides integrated GPS tracking, dispatching, reporting, electronic timesheets, and real-time location updates over Nextel GPS phones. Requires additional Total Connect Plan.	\$9.99 to \$21.99
Corrigo Expansion Module - Corrigo Invoicing	With CorrigoConnect's Cost Allocation and Parts Catalog module, CorrigoConnect's Invoicing module can be used to bill for labor, materials and parts. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Vetro - Raimaker for salesforce.com	\$10.00		Provides online and offline access to the salesforce.com application. Raimaker is the market leader in online Customer Relationship Management and Sales Force Automation.	\$35 per month AND 5 MB TC Plan or BlackBerry e-mail Plan
Corrigo Expansion Module - Corrigo Scheduled Work	Automates recurring work orders for service organizations and provides a means for service organizations to manage their work orders and ensure consistent service. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager	\$10.00		Allows users to browse public records and proprietary records on the Internet. Includes a secure web interface and a security number including identity verification information, corporate information, and real property records.	\$55.99 to \$99.99
Corrigo Expansion Module - Corrigo Time Card Management	Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager	\$10.00		Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.	\$55.99 to \$75.99
Corrigo - Corrigo Punch List	Enables punch lists ("to do lists"), detailed job tasking, and compliance inspections to be managed anywhere. Corrigo Punch List is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager	\$10.00		Allows law enforcement officers to conduct record checks through the Internet and access justice databases and to access local and proprietary databases.	\$95.99 to \$75.99
Corrigo - CorrigoConnect	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Xava - Xava GPS TimeTrack	\$30.00		Combines employee hours, job work order management, GPS monitoring, and real-time location updates. Requires additional Total Connect Plan.	\$11.99; business Plus module \$11.99; training module \$1.99
Corrigo - CorrigoConnect Java and GPS	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.		\$14 Java; \$3 Java-GPS			

* Packetstream Gold is required to support desktop or PDA web browsing and Internet-based mail. While Packetstream Gold is necessary for unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. Current prices are from 09/01/04-09/30/04 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel, Down, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information.

September 2004

Nextel Specialty Products — Public Sector Accounts

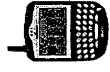
Sales Rep Name		Contract Discount:		Photo Not Shown		Photo Not Shown		Photo Not Shown		Photo Not Shown		Photo Not Shown	
Title		30%		Photo Not Shown		Photo Not Shown		Photo Not Shown		Photo Not Shown		Photo Not Shown	
(555) 123-1234 cell													
(555) 123-1234 fax													
rep.name@nextel.com													
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No Commitment Price		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Retail Promotion Price		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Special Offer Price		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Price After Discount		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Upgrade Pricing		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Replacement or Upgrade with No Commitment ¹		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Replacement or Upgrade with Service Agreement ¹		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Services		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Direct Connect, Digital Cellular, Nextel Online, Msn.		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Phone Features		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Color Screen		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Speakerphone		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Walkie-Talkie Speaker / Privacy		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
One Touch Direct Connect/Group Connect		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Downloadable Applications and Games (Java)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
External Display (Clam style phones)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Voice Recorder		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Voice Activated Dialing		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Contacts / Phone Book		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Downloadable Widgets		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Downloadable Ring Tones		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Vibrate Alert		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
GPS Enabled		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Accessories Connector Cover		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Alternate Line Service Support		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Keyboard Lock		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Multi-Language		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Profiles / Styles		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Customizable Main Menu Order		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Direct Talk		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Initiate Emergency Group Connect		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Talkgroup Scan Service Support		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Email Delivered Automatically		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Full QWERTY Keyboard		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
PDA Functionality with PC Synchronization		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Changeable Phone Covers		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Carry Holder Included		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Intrinsically Safe		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Rain-Resistant		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Adheres to Military Standards for Dust, Shock & Vibration		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Rubber Grip		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Additional features/items:		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
UK adapter		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Euro adapter		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Factory Mutual Approval		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Dimensions		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Battery Type		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Battery Strength/Size (mAh)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Weight w/Battery (oz)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Talk Time (Minutes)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)	
Talk Time for Direct Talk (Standard Use)		m370 (Refurb.)		m370 (S.O.)		m370 (Refurb.)		m370 (S.O.)					

Discontinued Phones — Public Sector Accounts

September 2004

Contract Discount: 39%

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com



Phone	BlackBerry 6510	i733	i95cl	i90c	i60c	i35s	i30sx
No Commitment Price	\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99
National Promotion Price	\$349.99	\$349.99	\$224.99	\$199.99	\$99.99	\$74.99	
Special Flat Promotional Price	\$49.99	\$224.99	\$129.99	\$119.99	\$49.99	\$24.99	\$0.99
Price After Discount							
Closeout Price	\$99.99	\$199.99	\$99.99	\$49.99	\$39.99		

Upgrade Pricing							
Replacement or Upgrade with No Commitment	\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99
Replacement or Upgrade with Service Agreement	\$99.99	\$199.99	\$99.99	\$49.99	\$39.99	\$74.99	

Phone Details							
Technology	IDEN	IDEN	IDEN	IDEN	IDEN 800 Mhz	IDEN	IDEN 800 Mhz
Dimensions	4.4"x2.95"x1.02"	3.6"x2"x1.1"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x2"x1.7"	5"x1.9"x1.3"	5.1"x1.9"x1.2"
Battery Type	900 mAh Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	6 oz	Standard Lithium Ion
Weight w/Battery (oz)	5.8	5.1	5.45	5.1	5.36		5.4
Talk Time (Minutes)	165 mins.	200 mins	200 mins	200 mins	165 mins	270 mins.	165 mins
Standby Time	75 hrs.	75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.

Phone Features							
Direct Connect	✓	✓	✓	✓	✓	✓	✓
Speakerphone		✓	✓	✓	✓	✓	✓
Color Screen		✓	✓	✓	✓	✓	✓
Voice Activated Dialing		✓	✓	✓	✓	✓	✓
Vibrate/Call Alert	✓	✓	✓	✓	✓	✓	✓
Active / Passive Flip Options		✓	✓	✓	✓	✓	✓
Voice Notes		✓	✓	✓	✓	✓	✓
Initiate Emergency Group Connect		✓	✓	✓	✓	✓	✓
Internet Ready / Data Capable	✓	✓	✓	✓	✓	✓	✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
GPS Enabled		✓	✓	✓	✓	✓	✓
Calls List (sent/received)	✓	✓	✓	✓	✓	✓	✓
Phone Book		✓	✓	✓	✓	✓	✓
Date Book		✓	✓	✓	✓	✓	✓
Downloadable Applications and Games (Java)	✓	✓	✓	✓	✓	✓	✓
Downloadable Wallpapers		✓	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Downloadable Ring Tones		✓	✓	✓	✓	✓	✓
Customizable Main Menu Order		✓	✓	✓	✓	✓	✓
Styles		✓	✓	✓	✓	✓	✓
Auto Answer		✓	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓	✓	✓
3-Way Calling		✓	✓	✓	✓	✓	✓
Exchangeable Faceplate & Keypad		✓	✓	✓	✓	✓	✓
Belt Clip / Holster / Carry Case Included	✓	✓	✓	✓	✓	✓	✓
Mil Spec 810 C/D/E Dust, Shock & Vibration		✓	✓	✓	✓	✓	✓
Rubber Grip							
Minimum size 6.5 oz & 14 cubic inches							
Rubberized battery door							
Reinforced Antenna Stem							
Color Options / Additional Items						Black	

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account (some markets a max of \$50/account per order) may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone. Nextel's Nationwide Network serves 296 out of the top 300 markets. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

September 2004
Sales Rep Title

Cell: (517) 202-3759
Tracey Archer
Fax: (517) 324-4850

[illegible]

Get 100 Bonus Minutes per Month for 12 months!

[illegible]

Get 100 Bonus Minutes per Month for 12 months!

National Free Incoming Plus 260	\$59.99	\$59.99	250 * 100									Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	\$69.99	\$62.99	400 * 100									
National Free Incoming Plus 600	\$79.99	\$71.99	600 * 100									
National Free Incoming Plus 800	\$89.99	\$89.99	800 * 100									
National Free Incoming Plus 1200	\$129.99	\$116.99	1200 * 100									
National Free Incoming Plus 1600	\$169.99	\$152.99	1600 * 100									
Buy-up Talk & Text offer ** 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDO Access plus Two-Way Messaging Express.												
				One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Included	Included	

Contractually Covered?

National Team Share Add-on	15¢ per minute	15¢ per minute	Both	Included	\$1 per month	Two-Way Messaging Express**
National Team Share 400	\$15.00	\$13.50	0			
National Team Share 400	\$39.99	\$35.99	400			
National Team Share 600	\$49.99	\$44.99	600			
National Team Share 800	\$69.99	\$62.99	800			
National Team Share 1000	\$89.99	\$80.99	1,000			

Buy-up Talk & Text offer: 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 LINDC. Access plus Two-Way Messaging Express: or \$15 LINDC. Access plus Two-Way Messaging Premier

Contractually Covered?

[illegible]

Alternate Line Pay As You Go		\$5.99	\$5.39	0	10¢ per min.	40¢ per minute	10¢ per min.	20¢ per min.	Shared with Primary Line	Shared with Primary Line
National Alternate Line 200		\$19.99	\$17.99	200						
National Alternate Line 350		\$29.99	\$26.99	350						
National Alternate Line 500		\$39.99	\$35.99	500						
National Alternate Line 1000		\$59.99	\$53.99	1,000						
Alternate Line Service Plans cannot be used for primary line service.										

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**NEXTEL ONLINE WIRELESS DATA & MESSAGING SERVICES
PUBLIC SECTOR**
Sales Representative Name & Phone Number

[illegible]

SEPTEMBER 2004

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BlackBerry Service Options				
SERVICE	MONTHLY/ACCESS	BLACKBERRY EMAIL	DIRECT/CONNECT	CELLULAR
Nationwide Free Incoming Plan	\$99.99	Unlimited	Unlimited DC & NDC	Unlimited Incoming, 300 Outgoing Mins, \$0.40/Min Overage, LD Included Now Includes Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months
BlackBerry National Team Share 400	\$79.99	Unlimited	250	400 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 600	\$89.99	Unlimited	250	600 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 800	\$109.99	Unlimited	250	800 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 1000	\$129.99	Unlimited	250	1,000 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
Email Only Plan - Unlimited	\$49.99	Unlimited	\$0.20/Min	\$0.40/Min
Email Only Plan - 3MB	\$39.99	3MB (\$0.01/KB Overage)	\$0.20/Min	\$0.40/Min
Voice & Email Plan - Unlimited	\$44.99	Unlimited	Qualifying Voice Plan Required	Qualifying Voice Plan Required
Voice & Email Plan - 3MB	\$34.99	3MB (\$0.01/KB Overage)	Qualifying Voice Plan Required	Qualifying Voice Plan Required

Equipment		
PRODUCT	DESCRIPTION	PRICING
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BlackBerry 7510™	Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access.	<p>1-2 Units = \$349.99 3-4 Units = \$299.99 5+ Units = \$249.99</p> <p>(Brightpoint Price = \$549.99)</p> <p>RRP = \$549.99</p>
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BUNDLES		PRODUCT	DESCRIPTION	PRICING
	5/5	Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. Save \$400.	\$1,548.95	
	10/20	Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$1,700.	\$3,999.90	
	20/20	Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$2,700.	\$5,499.80	

\$100 BlackBerry Trade-Up Promotion. Offer expires November 30, 2004 or while supplies last. A \$100 credit will be applied to the account as "Used Equipment Reimbursement" on the 1st and 2nd invoice after the trade-in has been received by Nextel. The trade-in unit must be received within 30 days of purchase of the BlackBerry 7510 to be eligible for the \$100 credit. Trade-in units must be functional and power on. Eligible units include Audiovox (Dana Picolet FC 202), Dargatz, Sebado/SlickPhone, Palm Tungsten H (G1000), Hitachi (H1900, P300), Xoyote (T1738 Smartphone), Motorola (P6500, Series 260, MPX-260), Nokia (6020, T260, 3650, 3920, 9000i, Palm Tungsten H (G1000), VIOX, ViV, Treo 1860, 270, 300, G600), RIM BlackBerry (6550, 6570, 9570, 957i, Samsung SPH-A360, SPH-F700), Sierra Wireless w/o. Siemens S455; Sony-Ericsson (A800, T262, T616, T621); Mobile Pocket PC Phone, Toshiba T2325 together is \$400, \$1 and \$2,700, respectively. Customers who purchase 10 or more BlackBerry 7510 handsets and 20 or more BES will see a \$2,200 service credit and additional \$250 (\$2.50 per handset) for a combined promotional savings of \$1,700. Customers who purchase 20 or more BlackBerry 7510 handsets and a 20+ user BES will see a \$2,200 service credit and additional \$300 (\$3.00 service credit per handset) for a combined promotional savings of \$1,700. Customers who purchase 20 or more BlackBerry 7510 handsets and no 20+ user BES will see a \$2,200 service credit and no 20+ user BES will see a \$2,200 service credit per handset) for their first or second invoice. Unlimited Direct Connect minutes are charged to the call initiator. Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network which are in their home market. Nationwide service is not available for Group Connect calls. Cellular coverage for the National Service Standard plan is \$3.99/min. Cellular coverage for the International Service Standard plan is \$10.99/min. Coverage outside the U.S. is limited to the next billing cycle. Domestic long distance is \$0.20/min. Nights are 9:00pm - 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am. Up to \$0.15 per sent/received text message depending on message type.

Northern's Nationwide Network services 296 out of the top 300 markets.

Total Connect and Packetstream Gold Plans / Business Solutions Pricing



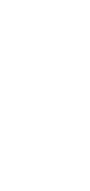
September 2004

rep.name@nextel.com

Sales Representative Name

Tethered Packet Data Rate Plans					
Application	Monthly Account	Description of Service	Application	Monthly Account	Description of Service
Total Connect & Packetstream Gold Plans	Included MB	Private/TP Price	Public/TP Price	Effective speed KB	Overage Per KB
Total Connect As-You-Go	0	\$2.99	N/A	19.2	\$0.05
Total Connect 1 Megabyte - Phone	1	\$9.99	\$12.99	19.2	\$0.01
Total Connect 5 Megabyte - Phone Plus	5	\$19.99	\$22.99	19.2	\$0.009
Total Connect 10 Megabyte - PDA	10	\$29.99	\$32.99	19.2	\$0.008
Total Connect 50 Megabyte - Laptop	50	\$59.99	\$62.99	19.2	\$0.005
Total Connect 100 Megabyte - Laptop Plus	100	\$99.99	\$102.99	19.2	\$0.003
Packetstream Gold *	unlimited	\$54.99	N/A	Up to 56.6	N/A
Business Solutions Applications - Nextel-Billed					
Application	Monthly Account	Description of Service	Application	Monthly Account	Description of Service
QRoad - Pathway	\$14.95 to \$16.95; Bar code: \$3.95	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	Datatrace - Wireless dTrace	\$27.50	Real-time updates of pick-ups, delivery and proof-of-delivery data throughout the chain for independent expedited transportation industry.
ActSoft - Comet Tracker	\$17.00	Uses GPS to locate and track workers, keep electronic timesheet, and provide real-time location and status reports. Requires additional Total Connect Plan.	Geoworks - dTrace	\$14.95 to \$59.00	For extensive level solution that can scale to manage a variety of field service activities. Features include GPS mapping and dispatch, timesheets, driving directions, real-time work status, geo-fencing, and a variety of key metric reports.
Aether - PocketBlue	\$75.99	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	Nextel Interoperability Directory	\$5.00 to \$10.00	Unique service offering designed to facilitate interoperable communications between public safety organizations.
AirClic Barcode Scanning Solutions	Service Type 1, \$30; Type 2, \$35; Type 3, \$40	Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	Pendant - Dco	\$11.00 to \$21.00	Provides two-way pertinent job information and location updates in real time. One GPS and Barcode provides job information, location updates and scanning in real time.
AltHours - AltPut	\$10.99	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	ServiceHub - ServiceHub	\$30 ServiceHub Dispatch; \$30 ServiceHub Location Svc.	Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.
CompuShare - CityConnect	\$3.50	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	Symbal - Symbol RM200 Barcode Scanner	one-time device cost \$475	Allows mobile field service, field sales and delivery personnel to capture, store, and share information. Includes voice and data network to provide real-time information access in the field. (see AirClic for service options)
Corrigo Expansion Module - Corrigo Cost Allocation and Pers Catalog	\$10.00	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	TeleNav - TeleNav	\$9.99	Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited routes requires additional Total Connect Plan.
Corrigo Expansion Module - Corrigo Inventory Management	\$15.00	Extends CorrigoConnect's Cost Allocation and Pers Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	TeleNavTrack	\$9.99 to \$21.99	Provides integrated GPS tracking, dispatching, reports, electronic timesheets, and more. Requires additional Total Connect Plan.
Corrigo Expansion Module - Corrigo Invoicing	\$10.00	With CorrigoConnect's Cost Allocation and Pers Catalog module, CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Vetro - Raimaker for salesforce.com	\$35 per month AND 5 MB TC Plan or BlackBerry e-mail Plan	Provides online and offline access to the salesforce.com application. Raimaker.com is the market leader in online Customer Relationship Management and Sales Force Automation.
Corrigo Expansion Module - Corrigo Scheduled Work	\$10.00	Automates recurring work orders for service organizations and ensures consistent service. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager Contact	\$55.99 to \$99.99	Allows users to browse public records and proprietary records on the Internet and use the information to enhance their security number including identity verification information, corporate information, and real property records.
Corrigo Expansion Module - Corrigo Time Card Management	\$10.00	Provides 24/7 collection of time sheet information over the Web. Phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager Contact	\$55.99 to \$75.99	Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.
Corrigo - Corrigo Punch List	\$10.00	Enables punch lists ("to do lists"), detailed job taking, and compliance inspections to be managed anywhere. Corrigo Punch List is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Voyager Systems - Voyager Query	\$95.99 to \$75.99	Allows law enforcement officers to conduct record checks through the Internet and use the information to enhance their security number including identity verification information, corporate information, and real property records.
Corrigo - CorrigoConnect	\$20.00	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Xora - Xora GPS TimeTrack	\$11.99; Business Plus module \$11.99	Combines employee hours, job/work order management, GPS monitoring and real-time location tracking. Requires additional Total Connect Plan.
Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS	\$44 Java; \$3 Java-GPS	Management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information.		






*Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. Current prices are from 09/01/04-09/30/04 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel, Down, the Nextel, Data, Logo, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

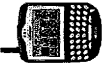








Sales Rep Name
Title
(555) 123-1234 Nextel phone
(555) 123-1234 fax
rep.name@nextel.com

Nextel Versatile Portfolio — Public Sector		Conflict Discount		2%		September 2004	
Sales Rep Name		Title		(555) 123-1234 Nextel phone		(555) 123-1234 fax	
rep.name@nextel.com							
New Handset Pricing		BlackBerry 7510 ¹		1730		1730	
No Commitment Price		\$549.99		\$299.99		\$299.99	
National Promotion Price		\$449.99		\$199.99		\$199.99	
Special Flat Promotional Price ²		\$249.99		\$119.99		\$119.99	
Price After Discount		See Below ³		See Below ³		See Below ³	
Upgrade Pricing		BlackBerry 7510 ¹		1730		1730	
No Commitment Price		\$549.99		\$299.99		\$299.99	
National Promotion Price		\$449.99		\$199.99		\$199.99	
Special Flat Promotional Price ²		\$249.99		\$119.99		\$119.99	
Price After Discount		See Below ³		See Below ³		See Below ³	
Replacement or Upgrade after Motorola Mail-In Rebate ⁴		\$249.99		\$149.99		\$149.99	
Replacement or Upgrade after Motorola Mail-In Rebate ⁴		\$249.99		\$149.99		\$149.99	
Services		Direct Connect, Dual Cellular, Nextel Online, Messaging		✓		✓	
Phone Features		BlackBerry 7510 ¹		1730		1730	
Speakerphone		✓		✓		✓	
Walkie-Talkie Speaker / Privacy Modes		✓		✓		✓	
One Touch Direct Connect / Group Connect		✓		✓		✓	
Downloadable Applications and Games (Java)		✓		✓		✓	
External Display (clam style phones)		✓		✓		✓	
Voice Recorder / Dialing		✓		✓		✓	
Contacts / Phonebook Entries		Unlimited		600		600	
Downloadable Wallpapers		✓		✓		✓	
Downloadable Ring Tones		✓		✓		✓	
Vibrate/Call Alert		✓		✓		✓	
GPS Enabled		✓		✓		✓	
Accessory Connector Cover		✓		✓		✓	
Keypad Lock		✓		✓		✓	
Multi-Language		✓		✓		✓	
Customizable Main Menu Order		✓		✓		✓	
Direct Talk		✓		✓		✓	
Triple Battery Group Connect		✓		✓		✓	
Email Delivered Automatically		✓		✓		✓	
Full QWERTY Keyboard		✓		✓		✓	
PDA Functionality with PC Synchronization		✓		✓		✓	
Changeable Phone Covers		✓		✓		✓	
GSM Hostler Included		✓		✓		✓	
Rain-Resistant		✓		✓		✓	
Adheres to Military Standards for Dust, Shock & Vibration		✓		✓		✓	
Rubberized battery door		✓		✓		✓	
Color Options		Black, Silver		Black, Silver		Black, Silver	
Phone Details		BlackBerry 7510 ¹		1730		1730	
Dimensions		4.5" x 2.9" x 1.0"		3.5" x 2.1" x 1.1"		3.5" x 2.1" x 1.1"	
Battery Type		900 mAh Lithium Ion		Standard Lithium Ion		Standard Lithium Ion	
Weight (with battery) (oz)		3.6		3.6		3.6	
Talk Time (hours)		120 hrs		200 hrs		200 hrs	
Text Time (hours)		N/A		N/A		N/A	
Standby Time		75 hrs		75 hrs		75 hrs	

Phone prices are valid through 9/30/04 unless otherwise noted. While phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation, may require one- or two-year Service Agreement and credit approval. Account set-up fee of \$32 per phone, up to \$70 per account (some require a mail-in rebate) may apply. \$200 early termination fee may apply after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone. The valid forms of identification are: Driver's License, State ID, Passport, or other valid photo ID. *Trade-in offer must be functional and prove on. Offer valid with Sprint Service 3000, 3200, 3400, 3600, 3800, 4000, 4200, 4400, 4600, 4800, 5000, 5200, 5400, 5600, 5800, 6000, 6200, 6400, 6600, 6800, 7000, 7200, 7400, 7600, 7800, 8000, 8200, 8400, 8600, 8800, 9000, 9200, 9400, 9600, 9800, 10000. Good 01/01, Change Standard/Phone, Motorola PDA/Phone, 2000, 2500, 3000, 3500, 4000, 4500, 5000, 5500, 6000, 6500, 7000, 7500, 8000, 8500, 9000, 9500, 10000. *Trade-in offer must be functional and prove on. Offer valid with Sprint Service 3000, 3200, 3400, 3600, 3800, 4000, 4200, 4400, 4600, 4800, 5000, 5200, 5400, 5600, 5800, 6000, 6200, 6400, 6600, 6800, 7000, 7200, 7400, 7600, 7800, 8000, 8200, 8400, 8600, 8800, 9000, 9200, 9400, 9600, 9800, 10000. Good 01/01, Change Standard/Phone, Motorola PDA/Phone, 2000, 2500, 3000, 3500, 4000, 4500, 5000, 5500, 6000, 6500, 7000, 7500, 8000, 8500, 9000, 9500, 10000. *Trade-in offer must be functional and prove on. 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Sales Rep Name	Photo Not Shown	Photo Not Shown	Photo Not Shown	Photo Not Shown	Photo Not Shown
Title (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com					
Phone	7720	770plus FIM AFU	770plus AFU	IR 1200	IR 1200 GPS
No Commitment Price	\$149.99	\$349.99	\$299.99	\$349.99	\$349.99
National Promotion Price		\$299.99	\$299.99	\$249.99	\$249.99
Price After Discount	\$149.99	\$349.99	\$299.99	\$249.99	\$249.99
Upgrade Pricing					
Replacement or Upgrade with No Commitment ¹		\$349.99	\$299.99	\$349.99	\$349.99
Replacement or Upgrade with Service Agreement ¹		\$249.99	\$199.99	\$249.99	\$249.99
Services					
Direct Connect, Digital Cellular, Nextel Online, Msg.	✓	✓	✓	✓	✓
Phone Features					
Color Screen	✓	✓	✓	✓	✓
Speakerphone	✓	✓	✓	✓	✓
Walkie-Talkie Speaker / Privacy	✓	✓	✓	✓	✓
One Touch Direct Connect/Group Connect	✓	✓	✓	✓	✓
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing	✓	✓	✓	✓	✓
Contacts / Phone Book	500	230	230	230	230
Downloadable Wallpapers	✓	✓	✓	✓	✓
Downloadable Ring Tones	✓	✓	✓	✓	✓
Voice Recorder	✓	✓	✓	✓	✓
Voice Activated Dialing					

Discontinued Phones — Public Sector Accounts						Contract Discount:	27%	September 2004	
Sales Rep Name Title (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com									
Phone		BlackBerry 6510							
No Commitment Price		\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99	
National Promotion Price		\$349.99	\$349.99	\$224.99	\$199.99	\$99.99	\$74.99		
Special Flat Promotional Price		\$49.99	\$224.99	\$129.99	\$119.99	\$49.99	\$24.99	\$0.99	
Price After Discount									
Closeout Price		\$99.99	\$199.99	\$99.99	\$49.99	\$39.99			
Upgrade Pricing									
Replacement or Upgrade with No Commitment		\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99	
Replacement or Upgrade with Service Agreement		\$99.99	\$199.99	\$99.99	\$49.99	\$39.99	\$74.99		
Phone Details									
Technology		IDEN	IDEN 800 Mhz	IDEN	IDEN	IDEN 800 Mhz	IDEN	IDEN	IDEN 800 Mhz
Dimensions		4.4"x2.95"x1.02"	3.6"x2"x1.1"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x2"x1.7"	5"x1.9"x1.3"	5.1"x1.9"x1.2"	
Battery Type		900 mAh Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Ion	Standard Lithium Ion	
Weight w/Battery (oz)		5.8	5.1	5.45	5.1	5.36	6 oz	5.4	
Talk Time (Minutes)		165 mins.	200 mins	200 mins	200 mins	165 mins	270 mins.	165 mins	
Standby Time		75 hrs.	75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.	
Phone Features									
Direct Connect		✓	✓	✓	✓	✓	✓	✓	
Speakerphone			✓	✓	✓	✓	Downloadable	Downloadable	
Color Screen			65,000	256					
Voice Activated Dialing			✓	✓	✓	✓	✓	✓	
VibraCall Alert		✓	✓	✓	✓	✓	✓	✓	
Active / Passive Flip Options			✓	✓	✓	✓	✓	✓	
Voice Notes			✓	✓	✓	✓	✓	✓	
Initiate Emergency Group Connect		✓	✓	✓	✓	✓	✓	✓	
Internet Ready / Data Capable			✓	✓	✓	✓	✓	✓	
Alternate Line Service Support			✓	✓	✓	✓	✓	✓	
GPS Enabled			✓	✓	✓	✓	✓	✓	
Calls List (sent/received)			✓	✓	✓	✓	✓	✓	
Phone Book		✓	✓	✓	✓	✓	✓	✓	
Date Book			✓	✓	✓	✓	✓	✓	
Downloadable Applications and Games (Java)		✓	✓	✓	✓	✓	✓	✓	
Downloadable Wallpapers			✓	✓	✓	✓	✓	✓	
Keypad Lock		✓	✓	✓	✓	✓	✓	✓	
Downloadable Ring Tones			✓	✓	✓	✓	✓	✓	
Customizable Main Menu Order			✓	✓	✓	✓	✓	✓	
Stylus			✓	✓	✓	✓	✓	✓	
Auto Answer			✓	✓	✓	✓	✓	✓	
Multi-Language		✓	✓	✓	✓	✓	✓	✓	
3-Way Calling			✓	✓	✓	✓	✓	✓	
Exchangeable Faceplate & Keypad			✓	✓	✓	✓	✓	✓	
Belt Clip / Holster / Carry Case Included			✓	✓	✓	✓	✓	✓	
Mil Spec 810 C/D/E Dust, Shock & Vibration				✓	✓	✓	✓	✓	
Rubber Grip									
Minimum size 6.5 oz & 14 cubic inches									
Rubberized battery door									
Reinforced Antenna Stem									
Color Options / Additional Items							Black		

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of \$30 per phone, up to \$70 per phone, up to \$80/account per order (some markets a max of \$80/account per order may apply, after 15-day trial period (conditions apply)). Two valid forms of identification are necessary to purchase service and phone.

Nextel's Nationwide Network serves 286 out of the top 300 markets. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 13, 2004

CHANGE NOTICE NO. 20
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2005		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately this contract is extended for one (1) year. The new contract end date is August 1, 2005. This extension is time-only as we are currently negotiating additional rate reductions. In addition, the following contact information for this contract applies:

Desiree Haddad at (586) 634-7700 (desiree.haddad@nextel.com)
OR
Gary Deperro at (248) 755-1901 (gary.deperro@nextel.com)

All other terms, conditions, specifications and pricing remain the same.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 26, 2003

CHANGE NOTICE NO. 19
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2004		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, Renee Boutell's name and email addresss are hereby corrected as follows:

Renee Boutell at renee.boutell@nextel.com.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 6, 2003

CHANGE NOTICE NO. 18
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2004		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no modifications in terms and conditions. The contract end date has been EXTENDED by one year with two additional one-year extension options. The following operational considerations are also incorporated with this amendment:

- 1) Nextel commits to providing quarterly yearly reports including account specified and rolled up info, such as number of users, total minutes, Cost/Acct., etc.
- 2) Renee Boutwell will be the day-to-day contact for the State during Rich Van Buskirk's leave. Her phone number and email address are: (616) 299-2047, renee.boutwell@nextel.com
- 3) Nextel will not change early termination fees for accounts which have been in place for six months or more.
- 4) Nextel does not charge shipping on new phone orders.

- 5) Nextel will accept P Card payments for accessories and/or for monthly access and DMB/ACQUISITION SERVICES will allow P Card payment according to the State P Card requirements.**
- 6) Nextel has a used phone return program which can be utilized for credit or upgrade.**
- 7) Nextel's Wireless Manager, a web-based tool, is available for cell phone coordinators and for other designated personnel to review user information, swap phones, change rate plans, etc.**
- 8) For accounts switching from State business to employee personal accounts, this can be accomplished via a supervisor approval letter transferring the asset.**
- 9) Employees can purchase with a 27% equipment discount and a 10% rate plan discount.**

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Nextel
Enterprise
Accounts Rate
Plan Guide
Corporate
Accounts

Enterprise Account
Discount

All of the below plans qualify for the Enterprise
Account Discount Schedule
Prices below reflect the discount entered in box to
the right

NEXTEL National
PlansSM with FREE
Nationwide Long
Distance & Unlimited
Private Call

Shared Minute Plans!

Monthly Access

Anytime
Minutes

Cellular
Airtime

Shared
Minute
Details

National
Plans Details

benefits good for the life of the plan.

**Nextel Starter Plans -
Free Nationwide Long
Distance (National
Direct Connect Starter
formerly Direct Connect
500)**

Nextel Starter Plans	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Prvt / Group Minutes	Night & Weekend Minutes	Rate Plan Details	
Enterprise Direct Connect Starter	\$39.99	100	\$0.35	500	\$0.15	3,400		
National Starter	\$39.99		\$0.35	200	\$0.15	3,500		

**Enterprise UPC Plans -
(Formerly Local
Business Tiered UPC
Plans...tiers have been
eliminated to give all
customers the best rate)**

Enterprise UPC Plan	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Group Minutes	Long Distance	Rate Plan Details	
Enterprise UPC Plan	\$39.99	0	N/A	UPC	\$0.15	N/A		

Acct Mgr / Acct Executive
(555) 444-1212
email address

CA Q1



Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

	New Handset Pricing		Nextel Blackberry	i95cl*	i90c Special Edition*1	i90c*	i58sr	i88sr
	Regular Retail Price		\$599.99	\$399.99	\$324.99	\$299.99	\$249.99	\$239.99
	National Promotion Price		\$499.99	\$299.99	\$224.99	\$199.99	\$149.99	\$139.99
	Price After Volume Discount		\$349.99	\$209.99	\$157.49	\$139.99	\$104.99	\$97.99
	Price After \$50 POS Discount *			\$159.99	\$107.49	\$89.99		
	Upgrade Pricing							
	Replacement or Upgrade4,5		\$349.99	349.995	\$274.99	\$249.99	\$199.99	\$189.99
	Upgrade with Phone Return4,5		N/A		\$224.99	\$199.99	\$149.99	\$139.99
	Phone Details							
	Technology		iDEN 800 Mhz	iDEN 800 Mhz	iDEN 800 Mhz	iDEN 800 Mhz	iDEN 800 Mhz	iDEN 800 Mhz
	Dimensions		4.53"x2.95"x.95"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x1.9"x1.11"	5.2"x2.1"x1.3"	5.15"x1.97"x1.1"
	Battery Type		Lithium Ion	Lithium Ion	Lithium Ion	Lithium Ion	Lithium Ion	Lithium Ion
	Battery Strength		Standard	Standard	Standard	Standard	High Capacity	Standard
	Weight w/Battery (oz)		5.64	5.45	5.1	5.1	6.5	4.8
	Talk Time (Minutes)		165 mins.	200 mins	200 mins	200 mins	270 mins.	165 mins.
	Standby Time		75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.
	Lines of Text on screen		8, 10, or 12	6, 8, or 10	4, 6, or 8	4, 6, or 8	4, 6, or 8	4, 6, or 8
	Phone Features							
	Direct Connect		✓	✓	✓	✓	✓	✓
	Speakerphone			✓	✓	✓	✓	✓
	Color Screen (256 color LCD)			✓				
	Voice Activated Dialing			✓	✓	✓		✓
	Vibration Alert		✓	✓	✓	✓	✓	✓
	Active / Passive Flip Options			✓	✓	✓		
	Voice Notes			✓	✓	✓		✓
	Initiate Emergency Group Connect							
	Email Automatically Sent to Handheld		✓					
	Email, Calendar and Address Book		✓					
	Personal Organizer PC Synchronization		✓					

	Internet Ready / Data Capable	✓	✓	✓	✓	✓	✓
	GPS Enabled					✓	✓
	Calls List (sent/received)	✓	✓	✓	✓	✓	✓
	Phone Book	✓	✓	✓	✓	✓	✓
	Date Book	✓	✓	✓	✓	✓	✓
	Java Apps (Business Apps and Games)	✓	✓	✓	✓	✓	✓
	Keypad Lock	✓	✓	✓	✓	✓	✓
	Downloadable Ring Tones		✓	✓	✓		
	Customizable Main Menu Order		✓	✓	✓	✓	✓
	Styles	✓	✓	✓	✓		✓
	Auto Answer	✓	✓	✓	✓	✓	✓
	Multi-Language		✓	✓	✓	✓	✓
	3-Way Calling	✓	✓	✓	✓	✓	✓
	Exchangeable Faceplate & Keypad						
	Belt Clip / Holster / Carry Case Included	✓	✓	✓	✓		
	Victorinox Swiss Army Knife			✓			
	Mil Spec 810 C/D/E Dust, Shock & Vibration					✓	
	Rubber Grip					✓	
	Minimum size 6.5 oz & 14 cubic inches					✓	
	Rubberized battery door					✓	
	Reinforced Antenna Stem					✓	
	Color Options					Yellow / Black Black / Grey	

Phone prices are valid through June 30, 2003 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

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registered trademarks and/or service marks of Nextel Communications, Inc. Two valid forms of identification are necessary to purchase service and phone.

**Public Sector customers receive an additional \$50 instant rebate at the Point of Sale on purchases of the i60c, i90c, or i95cl.*

Rebate offer expires 6/30/03. Government Employees: In-store purchases made with an Employee Purchase Plan are eligible for a \$50 mail-in rebate. Customer will receive a check for \$50 up to 12 weeks after Nextel receives completed rebate form.

Restrictions apply; see rebate form for details. In-store purchases require two (2) forms of valid identification.

1 Limited time offer is available through May 31, 2003 or while supplies last.

2 Limited time offer expires May 31, 2003. Promotion price of \$44.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price may not be combined with any other discounts. Valid on purchases through Account Representatives, supplied through VAD or Local Warehouses, or through Enterprise/Public Sector Telesales only. Not available at Nextel Retail Stores or Nextel.com.

3 Limited time offer expires June 30, 2003. Promotion price of \$0.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price is not eligible for the Equipment Volume Discount, and may not be combinable with Regional Promotions. Refer to Regional Promotions business rules for details.

4 Public Sector customers can upgrade to the BlackBerry 6510 at the National Promotion Price (NPP) minus the appropriate equipment volume discount.

Upgrading customers should be encouraged to return their old phones using the existing Enterprise Accounts Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their organizations.

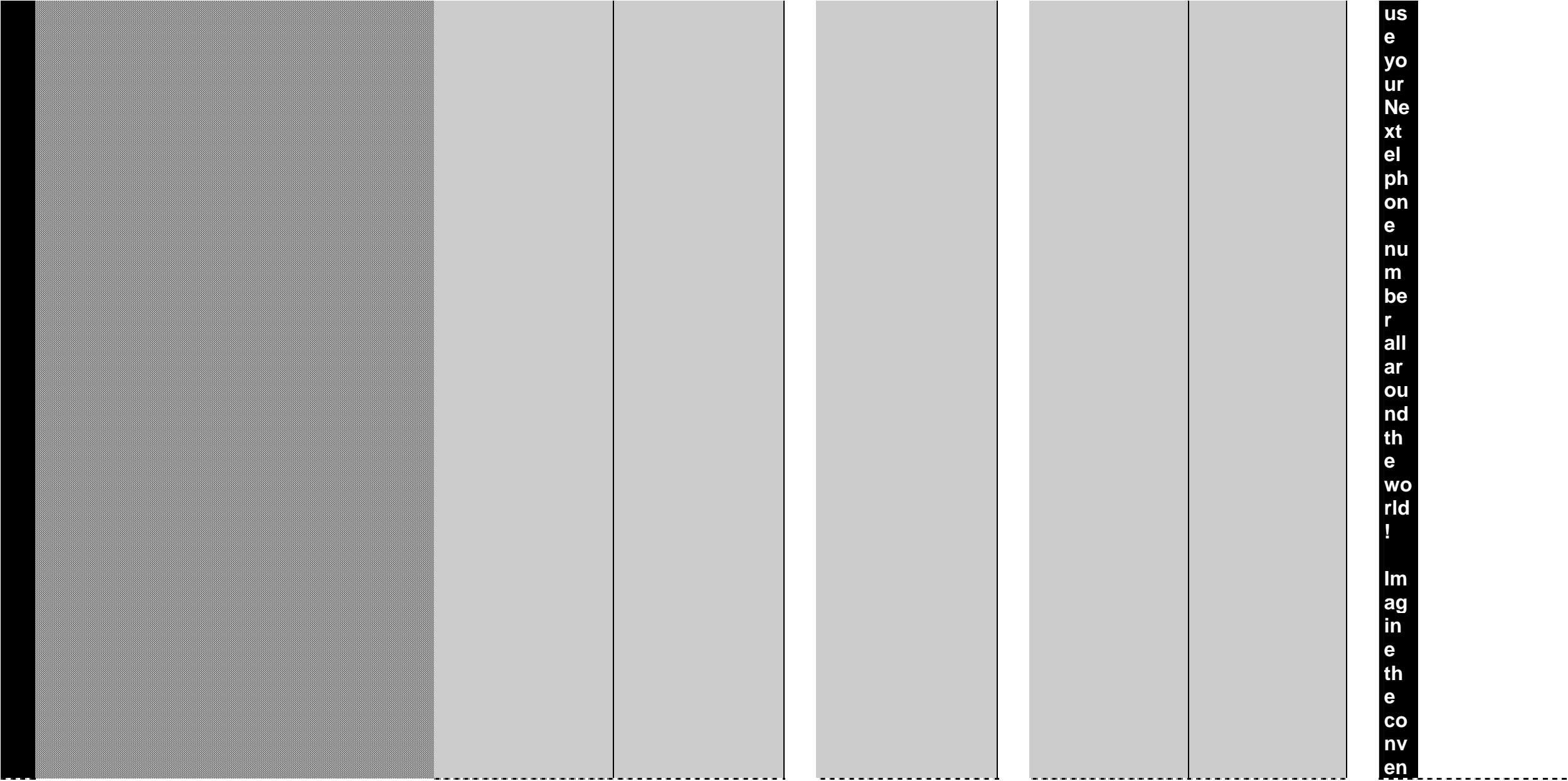
5 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510 - see #3 above) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. (Note: The NPP option is not available for the i95cl until July 15, 2003. In addition, customers who upgrade to the i95cl between July 15, 2003 and August 31, 2003 are eligible to receive a mail-in coupon redeemable for a free vehicle power charger. Restrictions apply; see coupon or your Nextel

representative for details). Returned phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.

[illegible]

Response	Percentage
U.S. should take action	30%
U.S. should not take action	70%

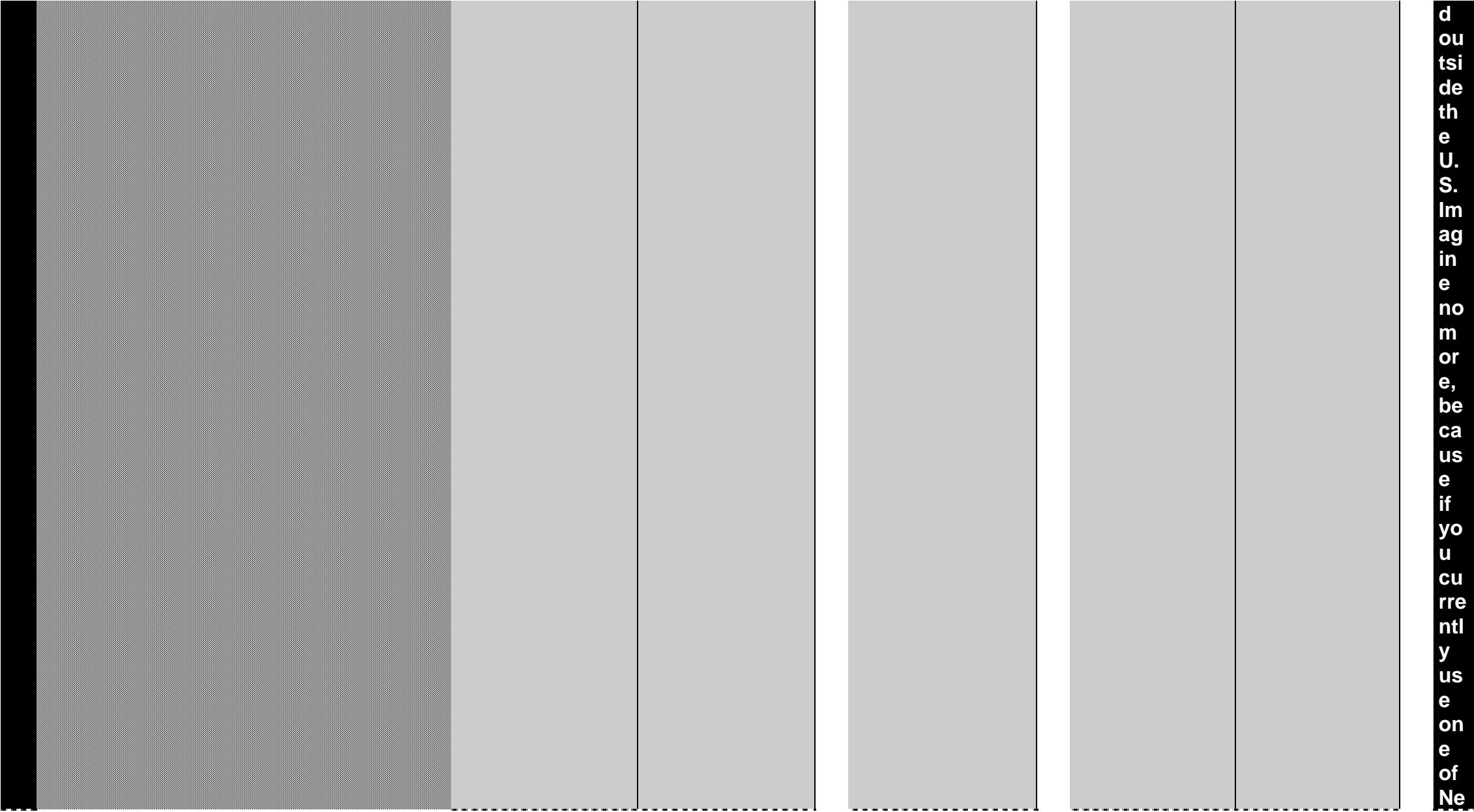
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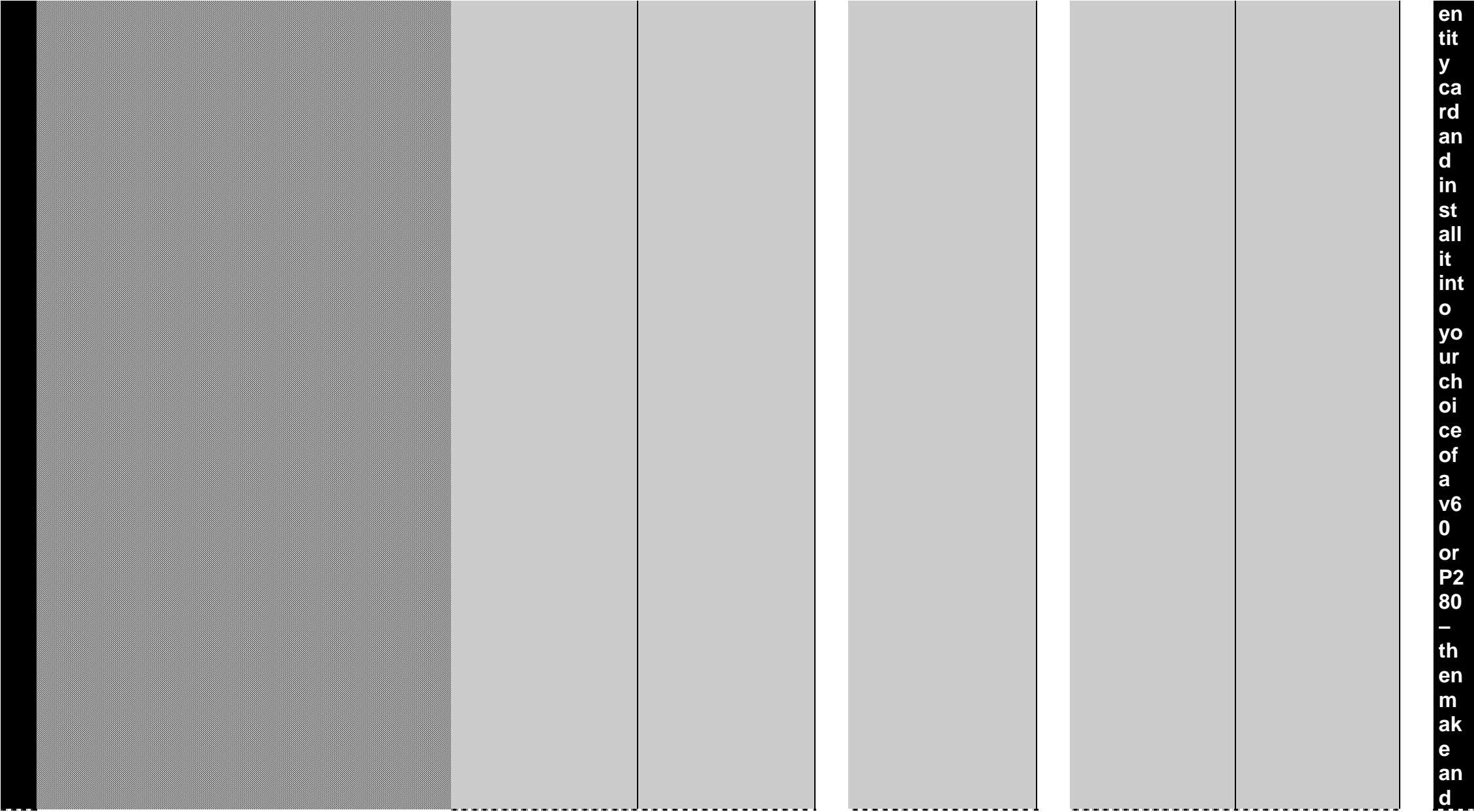
use your Nextel phone number all around the world!

Imagine the convenience

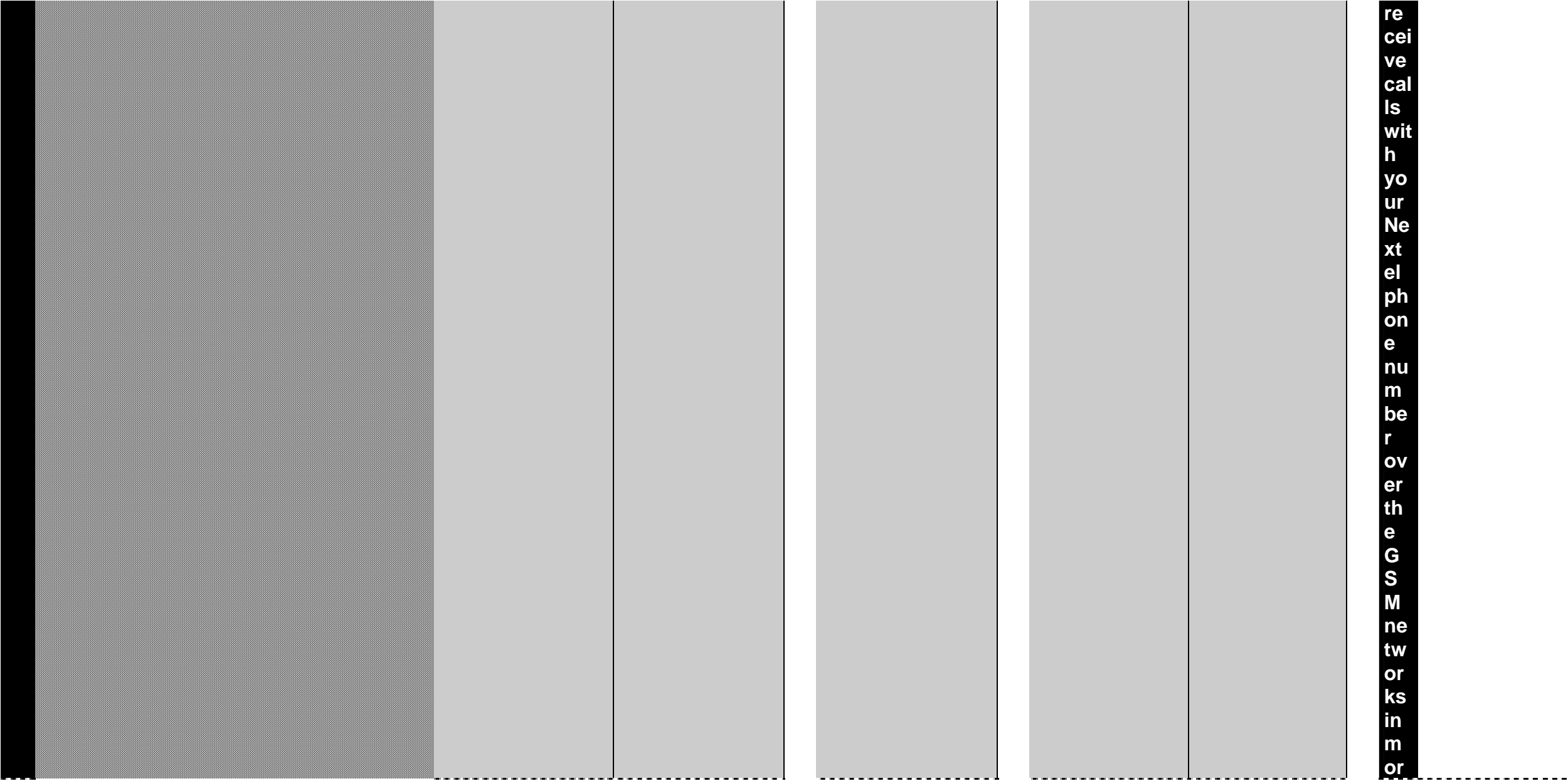
ience of one phone number that travels with you and keeps you connected.

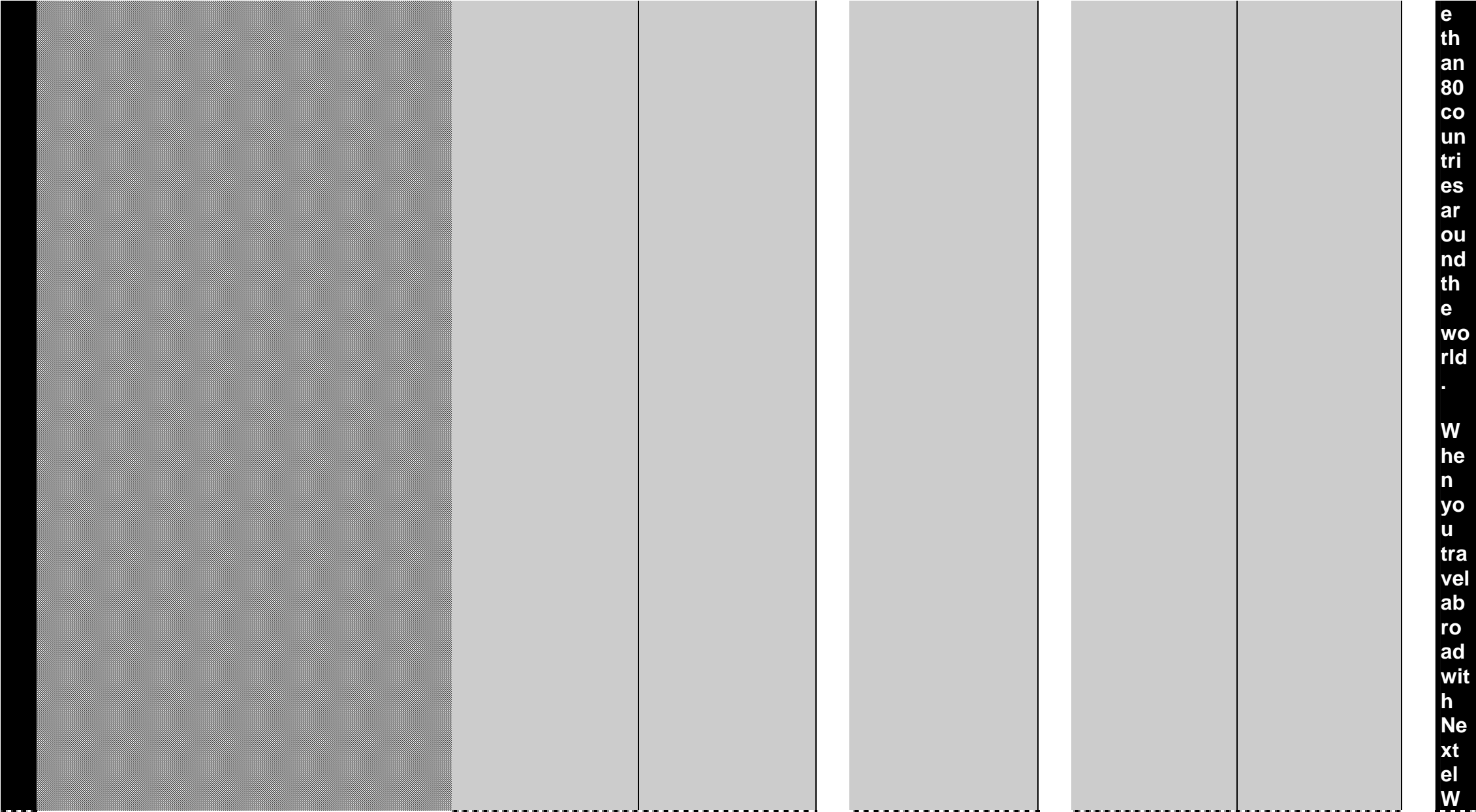


xtel's Motorola made SIM-card-based phones 1, you can remove that id



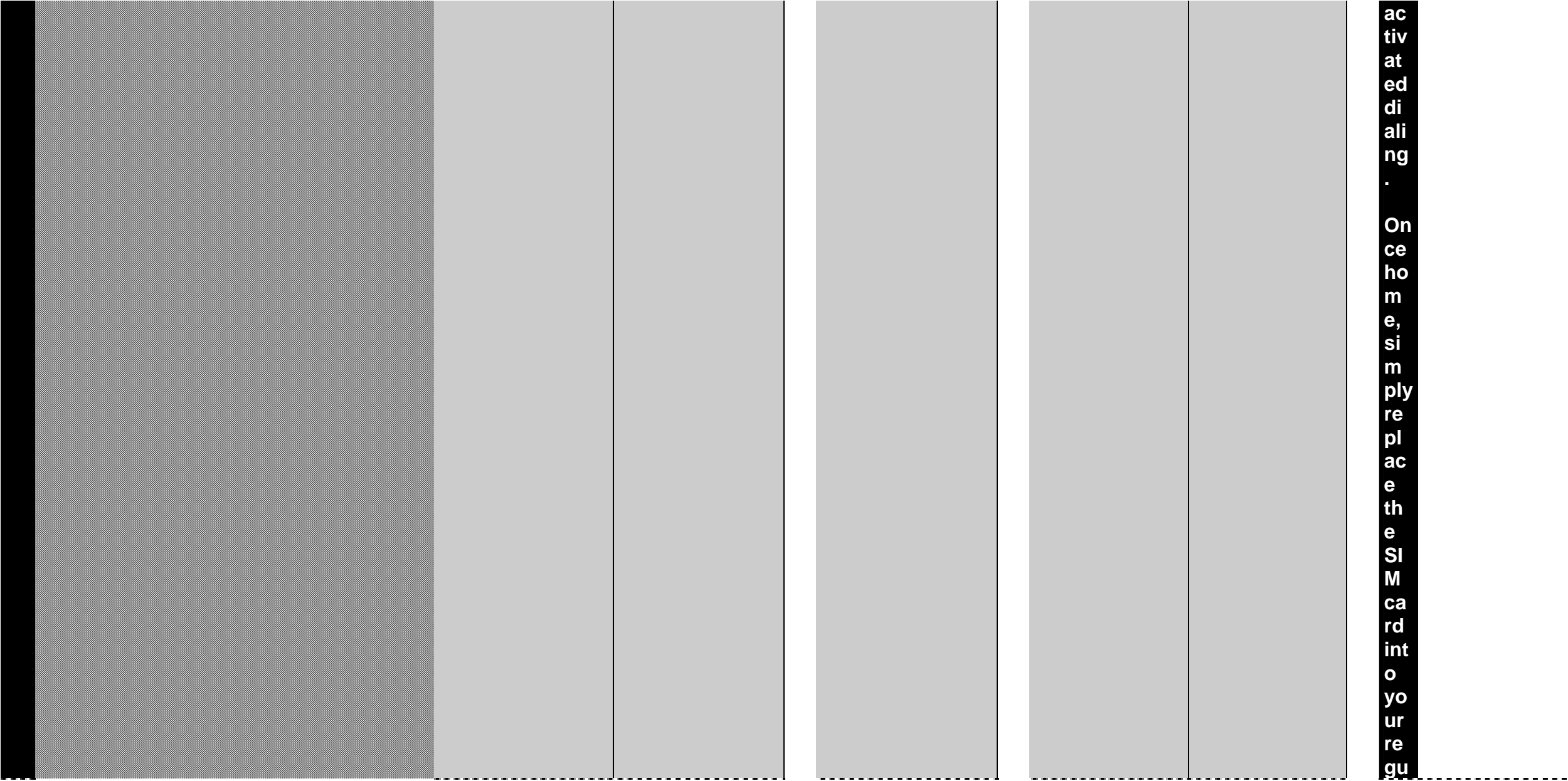
entity card and install it into your choice of a v60 or P280 – then make and

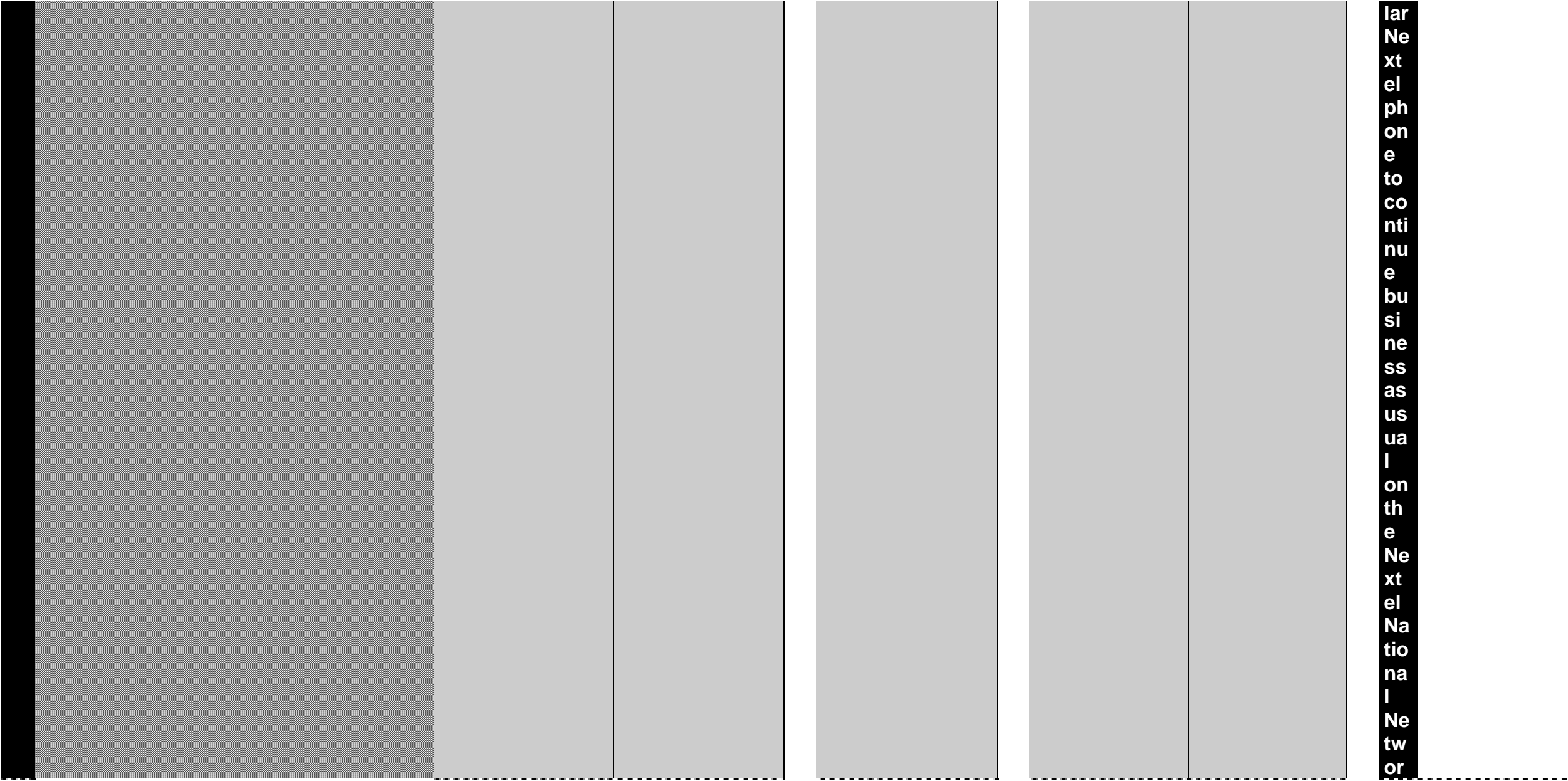




worldwide Service and the v60 or P280 you'll enjoy many of the same Nextel

								fe at ur es yo u rel y on in th e U. S., su ch as vo ice m ail, te xt m es sa gi ng an d vo ice -
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k. 1 Nextel's P280 and v60 phones do not work in the U. S. and are not so

Id with SIM cards. Visit next el. com to learn more about SIM-card-based phon

								es.
	National Promotion Price	\$449.99	\$399.99		\$349.99		\$199.99	\$99.99
	Net Price After Volume Discount	\$314.99	\$279.99		\$244.99		\$139.99	\$69.99
	Upgrade Pricing					#R EF !		
	Replacement or Upgrade 1	\$499.99	\$449.99		\$399.99	#R EF !		
	Upgrade with Phone Return 1	\$449.99	\$399.99		\$349.99			
	Phone Details							
	Technology	iDEN 800 Mhz	iDEN 800 Mhz		iDEN 800 Mhz		GSM 900 / 1800 / 1900 MHz	GSM 900 / 1800 / 1900 MHz
	Dimensions	5.51"x2.35"x1.73"	5.51"x2.35"x1.73"		3.5"x1.9"x1.1"		3.4"x1.7"x.95"	4.9" x 1.9" x .9"
	Battery Type	NiMH	NiMH		Lithium Ion		Lithium Ion	Lithium Ion
	Battery Strength/Size (mAh)	1500 mAh	1500 mAh		500 mAh		500 mAh	850 mAh
	Weight w/Battery (oz)	11.8	11.8		2.6		3.8	4
	Talk Time (Minutes)	312 mins.	285 mins.		5.5 hrs Total Connect 100 mins Dial-up		150 mins.	415 mins.
	Standby Time	80 hrs.	82 hrs.		25 hrs		150 hrs.	220 hrs.
	Lines of Text on screen	4 or 6	4 or 6		N/A		3	6
	Phone Features							
	Direct Connect	✓	✓					
	Speakerphone	✓	✓					
	Color Screen (256 color LCD)							
	Voice Activated Dialing						✓	✓
	Vibration Alert	✓	✓				✓	✓
	Active / Passive Flip Options							
	Voice Notes						✓	✓
	Initiate Emergency Group Connect	✓	✓					
	Email Automatically Sent to Handheld							
	Email, Calendar and Address Book							
	Personal Organizer PC Synchronization							
	Internet Ready / Data Capable	✓	✓		✓		✓	✓
	GPS Enabled							
	Calls List (sent/received)	✓	✓				✓	✓



May 2003

New Handset Pricing		i85s	i55sr	i550plus
Regular Retail Price		\$239.99	\$249.99	\$149.99
National Promotion Price		\$139.99	\$149.99	\$49.99
Public Sector Price		\$97.99	\$79.99	\$0.99
Upgrade Pricing				
Replacement or Upgrade 1				
Upgrade with Phone Return 1				
Phone Details				

		Technology	iDEN 800 Mhz	iDEN 800 Mhz	iDEN 800 Mhz
		Dimensions	5.15"x1.97"x1.14"	5.2"x2.1"x1.3"	5.2"x2.1"x1.6"
		Battery Type	Lithium Ion	Lithium Ion	NiMH
		Battery Type	Standard	High Capacity	High Capacity
		Weight w/Battery (oz)	4.8	6.5	8.6
		Talk Time (Minutes)	165 mins.	270 mins.	330 mins.
		Standby Time	75 hrs.	125 hrs.	85 hrs.
		Lines of Text on screen	4, 6, or 8	4, 6, or 8	4 or 6
	Phone Features				
		Direct Connect	✓	✓	✓
		Speakerphone	✓	✓	
		Color Screen (256 color LCD)			
		Voice Activated Dialing	✓		
		Vibration Alert	✓	✓	
		Active / Passive Flip Options			
		Voice Notes	✓		
		Initiate Emergency Group Connect			
		Internet Ready / Data Capable	✓	✓	✓
		GPS Enabled			
		Calls List (sent/received)	✓	✓	✓
		Phone Book	✓	✓	✓
		Date Book	✓	✓	
		Java Apps (Business Apps and Games)	✓	✓	
		Keypad Lock	✓	✓	✓
		Downloadable Ring Tones			
		Customizable Main Menu Order	✓	✓	
		Styles	✓		
		Auto Answer	✓	✓	✓
		Multi-Language	✓	✓	✓



Accessories Pricing
- May
2003

* Items are not available through direct sales - available through Nextel Retail, nextel.com and Nextel Nextday only

** Items are not available through direct sales - available through Nextel Nextday only

New Accessories are Shaded and in BOLD.

Part	Description	Blackberry 6510	i90c Special Edition	i60c	i95c I	i30sx/i35s	i55sr/i58sr	i90c	i80s	i85s/i88s	i50sx	iM1100	P280 - NWW	v60 - NWW	r750/r750 +FMAFU	i1000p/lus/i200plus	i1000R ed es ign	i550pl us/i700pl us	i600/i390	r470	r370/i370/c280	Li ng o	RRP	NPP	Discount Price
Batteries																									
RLN5457	OEM Slim Lithium Ion Battery 500mAh													X									\$49.95	\$39.95	
SNN5717	OEM Slim Lithium Ion Battery 500 mAh		X	X	X			X															\$49.95	\$44.95	
NNTN4051	OEM Slim Lithium Ion Battery 500 mAh											X											\$39.95		
NTN1675	OEM Slim Nickel Metal Hydride Battery 650 mAh																	X					\$29.95		
NTN9809	OEM Slim Lithium Ion Battery 500 mAh								X														\$59.95	\$39.95	
NTN8615	OEM Slim Lithium Ion Battery 500 mAh															X	X						\$59.95	\$39.95	
RLN5455	OEM Standard Lithium Ion Battery 850 mAh												X										\$59.95	\$49.95	
RAC47472	OEM Standard Lithium Ion Battery with Battery Door	X																					\$59.95		
NTN9810	OEM Standard Lithium Ion Battery 750 mAh								X														\$59.95		
NTN8614	OEM Standard Lithium Ion Battery 900 mAh															X	X						\$59.95	\$49.95	
NTN1676	OEM Standard Nickel Metal Hydride Battery 1050 mAh																	X					\$29.95		
EVE0900	Nextel Standard Lithium Ion Battery 900 mAh															X	X						\$49.95	\$44.95	
SNN5705	OEM Standard Lithium Ion Battery 750 mAh		X	X	X	X	X	X		X	X												\$59.95	\$49.95	
NTN9037	OEM Standard Nickel Metal Hydride Battery														X								\$74.95	\$69.95	
NTN9038	OEM Intrisically Safe Nickel Metal Hydride Battery - fm only														X								\$79.95		
NTN8100	OEM High Capacity Nickel Metal Hydride Battery 500 mAh (WSL)																		X		X		\$49.95		
NNTN4655	OEM High Capacity Battery 11450 mAh					X	X			X	X												\$69.95	\$59.95	
Chargers																									
SPN4992*	OEM Standard Travel Charger (web only)		X	X	X	X	X	X	X	X	X	X											\$9.95		
RAC50361	OEM Standard Travel Charger	X																					\$29.95		
SPN4474	OEM Standard Travel Charger																	X					\$9.95		

[illegible]

HLN9844	OEM Standard Belt Clip													X						\$9.95		
SYN0375	OEM Carry Holster with Swivel Belt Clip													X						\$9.95		
RAC47473	OEM Carry Holster with Swivel Belt Clip	X																		\$14.95		
NTN9952	OEM Carry Holster with Swivel Belt Clip				X															\$9.95		
NTN9687	OEM Carry Holster with Swivel Belt Clip			X				X												\$9.95		
NTN9152	OEM Carry Holster with Swivel Belt Clip																X			\$9.95		
NTN1987	OEM Carry Holster with Swivel Belt Clip					X														\$9.95		
NNTN4566	OEM Carry Holster with Swivel Belt Clip		X																	\$9.95		
NNTN4176	OEM Carry Holster with Swivel Belt Clip																X			\$9.95		
NTN8657	OEM Carry Holster with Belt Clip															X				\$9.95		
RAC55059	OEM Leather Carry Holster with Swivel Belt Clip	X																		\$24.95		
FSL1201	Nextel Leather Case with Swivel Belt Clip															X	X			\$19.95		
WNC2007	Nextel Leather Case with Swivel Belt Clip															X				\$19.95		
NNTN4587R**	OEM Blue Neoprene Case with Belt Clip					X														\$19.95		
NNTN4588R**	OEM Black Neoprene Case with Belt Clip					X														\$19.95		
NNTN4589R**	OEM Purple Neoprene Case with Belt Clip					X														\$19.95		
WNC0030	Nextel Leather Case with Swivel Belt Clip					X														\$19.95		
WNC0060	Nextel Leather Case with Swivel Belt Clip			X																\$19.95		
WNC0080	Nextel Leather Case with Swivel Belt Clip								X											\$19.95		
NNTN4584R**	OEM Blue Neoprene Case with Belt Clip				X			X												\$19.95		
NNTN4585R**	OEM Black Neoprene Case with Belt Clip		X		X			X												\$19.95		
NNTN4586R**	OEM Purple Neoprene Case with Belt Clip				X			X												\$19.95		
WNC0090	Nextel Leather Case with Swivel Belt Clip		X					X												\$19.95		
WNC0095	Nextel Leather Case with Swivel Belt Clip				X															\$19.95		
WNC0185**	Nextel Leather Case with Swivel Belt Clip (WSL)									X										\$19.95		
WNC5085	Nextel Leather Case with Swivel Belt Clip									X	X									\$19.95	\$9.95	
FSL1101	Nextel Leather Case with Belt Clip															X	X			\$19.95	\$9.95	
FSL1100**	Nextel Leather Case with Belt Clip (WSL)															X				\$19.95	\$9.95	
WNC0502	Nextel Leather Case with Belt Clip																	X		\$19.95		
WNC0696	Nextel Leather Half-Case with Belt Clip		X	X	X			X												\$14.95		
WNC0702	Nextel Leather Case with Belt Clip																	X		\$19.95		
WNC8585**	Nextel Leather Case for Portable Keyboard (WSL)		X	X	X	X	X	X	X	X										\$19.95	\$14.95	
NTN8397	OEM Hard Leather Case with Swivel Belt Clip (WSL)																	X	X	\$54.95	\$44.95	

SYN8390**	OEM Earpiece with Microphone	X		X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X	\$19.95		
JAB5008R	JABRA EarSet	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	\$34.95	\$29.95		
JAB7183R	JABRA EarBoom with Nextel Direct Connect button													X	X	X	X	X	X	X	\$34.95			
JAB8014R	JABRA EarWrap	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	\$34.95	\$29.95		
JAB8093R	JABRA EarWrap with Nextel Direct Connect button		X	X	X	X	X	X	X	X											\$34.95			
EVE5898	Nextel Lightweight Headset	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	\$29.95			
NTN8513	OEM Ruggedized Lightweight Headset	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	\$59.95			
Car Kits																								
NTN9688	OEM Dash Mount Holder (WSL)		X	X	X			X			X	X									\$19.95			
NTN9476	OEM Dash Mount Holder (WSL)						X			X	X										\$19.95			
NTN9198	OEM Dash Mount Holder																X				\$19.95			
NTN8840	OEM Dash Mount Holder (WSL)														X	X					\$19.95	\$9.95		
NNTN4122	OEM Dash Mount Holder (WSL)				X																\$19.95	\$9.95		
NTN9715	OEM Dash Mount Holder (WSL)								X												\$19.95	\$9.95		
NTN9071	OEM Dash Mount Holder (WSL)														X						\$19.95	\$9.95		
NTN8656	OEM Portable Car Kit														X	X					\$99.95	\$89.95		
NTN1796	OEM Portable Car Kit with Nextel Direct Connect button		X	X	X	X	X	X	X	X											\$119.95			
FLN9108	Nextel Direct Connect button for Portable Car Kits		X	X	X	X	X	X	X	X					X	X	X	X	X	X	\$29.95	\$19.95		
NTN1719	OEM Portable Car Kit with Nextel Direct Connect button and Dash Mount Holder																X				\$119.95	\$99.95		
NTN1661	OEM Portable Car Kit with Dash Mount Holder (WSL)														X	X					\$119.95	\$89.95		
NTN1583	OEM Portable Car Kit (WSL)																	X	X	X	\$119.95	\$99.95		
901001**	Cellport Remote Nextel Direct Connect Button (WSL)														X	X					\$19.95	\$-		
HSN4030	OEM External Speaker for Mobiles (WSL)																				\$64.95	\$54.95		
101101**	Cellport Universal Docking Station (WSL)														X	X					\$249.99	\$74.95		
FLN9299	Nextel Direct Connect button for Hard Install Car Kits (WSL)													X			X	X	X	X	\$29.95	\$19.95		
505001**	Cellport Pocket Adapter for i1000/i1000plus (WSL)														X	X					\$79.95	\$-		
NTN9299	OEM Hard Install Car Kit																X				\$219.95	\$159.95		
RLN5582	OEM Hard Install Car Kit						X			X	X										\$209.95			
RLN5243	OEM Hard Install Kit with Coupler														X	X					\$224.95	\$159.95		

Volume Purchase Agreement Discount Schedule

Unit Commitment			
Corporate & National Price Plans		Local Market Price Plans	
Number of units:	Discount Level	Number of units:	Discount Level
less than 500	0%	less than 500 units	0%
500-999	3%		
1,000 - 2,499	4%		
2,500 - 4,999	5%		
5,000 - 6,999	6%		
7,000 – 7,999	7%	500 or more units	3%
8,000 – 8,999	8%		
9,000 – 9,999	9%		
10,000 or more	10%		

Corporate Account discounts are based on the total number of units in the account, nationwide.

Discounts apply to monthly access fees for Digital Cellular and Nextel Direct ConnectSM.

Enhanced Discount Schedule Program* Unit Commitment

Corporate & National Price Plans		Local Market Price Plans		Term Commitment Ramp Period		
Number of units:	Discount Level	Number of units:	Discount Level	No. of Months	No. of Months	No. of Months
250	5%	less than 250 units	0%	6 months	12 months	18 months
500	8%			6 months	12 months	18 months
1,000	9%			9 months	12 months	21 months
2,500	10%			9 months	12 months	21 months
5,000	11%			12 months	12 months	24 months
7,000	12%	250 or more units	3%	12 months	12 months	24 months
8,000	13%			12 months	12 months	24 months
9,000	14%			12 months	12 months	24 months
10,000 or more	15%			12 months	12 months	24 months

* Enhanced Discount Schedule Program (EDSP) requires term and unit commitment. Agreement can be found on the CR

Customer receives discounts immediately upon signed agreement. Note, existing customers may not receive benefit immediately due to

Discounts do not apply to features, enhanced services, usage, overage or other charges

Promotional service rates may, at Nextel's discretion, be excluded from corporate discounts.

account modification
implications

Customer should be directed to a unit commitment that takes in to consideration seasonal or business downturn as well as their ability to achieve the unit minimum by the end of the ramp period

Ramp Period, refers to the time in which the customer is extended the discount but is not required to keep the quarterly minimum unit commitment

Nextel Public Sector
Accounts Rate Plan
Guide

May
200
3

SLE Discount: 10 % Sales Rep Name
Cell: (555) 122-1212 Fax: (555) 122-1212

NATIONAL PLANS Include
Nation
wide
Long
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National Shared Minute Plans

RATE PLANS

Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
----------------	---------------------------	------------------	-------------------	------------------	---------------------------	--------------------------	-----------------------	--------------------	--------------------

Nextel National Shared Minute UDC Plan	\$39.99	\$35.99	0	Second*	35¢ per minute	Unlimited**	N/A	15¢ per minute	Cellular	\$10.00 per month^
Nextel National Shared Minute 200 Plan	\$49.99	\$44.99	200							
Nextel National Shared Minute 500 Plan	\$59.99	\$53.99	500							
Nextel National Shared Minute 700 Plan	\$79.99	\$71.99	700							
Nextel National Shared Minute 1000 Plan	\$99.99	\$89.99	1,000							
Nextel National Shared Minute 1300 Plan	\$129.99	\$116.99	1,300							
Nextel National Shared Minute 1600 Plan	\$159.99	\$143.99	1,600							
Nextel National Shared Minute 2300 Plan	\$199.99	\$179.99	2,300							
Nextel National Shared Minute 3500 Plan	\$299.99	\$269.99	3,500							

**Calls round to the second after the first minute.
 **Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.*

National Free Incoming Plans

RATE PLANS		Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
------------	--	----------------	---------------------------	------------------	-------------------	------------------	---------------------------	--------------------------	-----------------------	--------------------	--------------------

Nextel National Free Incoming 400 Plan	\$59.99	\$53.99	400	Minute	40¢ per minute	Unlimited*	N/A	15¢ per minute	None	Unlimited**
Nextel National Free Incoming 600 Plan	\$69.99	\$62.99	600							
Nextel National Free Incoming 800 Plan	\$89.99	\$80.99	800							
Nextel National Free Incoming 1100 Plan	\$119.99	\$107.99	1,100							
Nextel National Free Incoming 1400 Plan	\$149.99	\$134.99	1,400							
Nextel National Free Incoming 1800 Plan	\$179.99	\$161.99	1,800							
*Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute. **Unlimited Nights & Weekends promotion available through 5/31/03.										

National Value Plans										
RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
	\$35.99	\$32.39	300	Minute	40¢ per minute	100*	15¢ per minute	15¢ per minute	DC**	3,2003
	\$45.99	\$41.39	500							4,0003
*Included Direct Connect minutes can be used for Group Connect. **Direct Connect minutes share with like plans.										

1All Direct Connect minutes round to the second.

2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

³No charge for overage.

[^] Get unlimited Night & Weekend minutes for just \$10.00 per unit per month. Unlimited Night & Weekend minutes do not share across plans.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change.

Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a

TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs

Cost Recovery Fee for one or more of the following:

E911, Number Pooling and Wireless Number Portability.

Long Distance includes domestic long distance charges.

Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel

Representative and read service agreement for more details.

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NATIONAL PLANS,
continued

Include
Nation
wide
Long
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National Shared Value Plans

RATE PLANS										
	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
Nextel National Shared Value Add-on Plan4	\$20.00	\$18.00	0	Minute	40¢ per minute	100*	15¢ per minute	15¢ per minute	Both	0
Nextel National Shared Value 300 Plan	\$39.99	\$35.99	300			250*				3,4503
Nextel National Shared Value 500 Plan	\$49.99	\$44.99	500			250*				4,2503
*Included Direct Connect minutes can be used for Group Connect. Two-Way Messaging = \$5 with the purchase of any National Shared Value Plan if purchased by 5/31/03.										

LOCAL PLANS

<div> <div>Get Right Through Plans</div> <div></div> </div>										

Featu
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Local
Callin
g

Government Local Shared 100	\$24.99	\$22.49	0	Second	20¢ per minute	100*	15¢ per minute	15¢ per minute	Both	
Government Local Shared 400	\$39.99	\$35.99	200			200*				
Government Local Shared 700	\$49.99	\$44.99	350			350*				

**Direct Connect minutes can be used for Group Connect. **Unlimited long distance buy-up option also available for \$10.00/month.*

1All Direct Connect minutes round to the second.

2Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

3No charge for overage.

4Customers cannot purchase the National Shared Value Add-On plan as a stand-alone plan. A customer must purchase at least one National Shared Value 300 or 500 plan to purchase the Add-On plan.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change.

Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a

TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs

Cost Recovery Fee for one or more of the following:

E911, Number Pooling and Wireless Number Portability.

Long Distance includes domestic long distance charges.

Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel

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PROMOTIONAL PLANS

Available for a Limited Time

Nextel National 12,000 Plus Plan

RATE PLANS

National 12,000 Plus Plan

Monthly Access

Discounted Monthly Access

Cellular Minutes

Cellular Rounding

Cellular Overage

Direct ConnectSM Minutes1

Direct ConnectSM Overage

Group Connect Minutes

Minutes that Share

Nights & Weekends2

\$69.99

\$62.99

1,000

Minute

40¢

5,500*

N/A

15¢

None

5,500*

Plan is available through May 31, 2003. Two-way messaging is included in plan. *No charge for overage.

Unlimited Plus Plan

RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
Nextel National Unlimited Plus Plan	\$199.99	\$179.99	Unlimited	N/A	N/A	Unlimited*	N/A	15¢	None	0
Also included if purchased by 5/31/03: NOL Full Service Package. *Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.										

Instant Connect 5000 Plan										
RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
Instant Connect 5000 Plan	\$39.99	\$35.99	500	Minute	40¢	4,500*	15¢	15¢	None	0
Plan is available through June 30, 2003. * The Direct Connect minutes on the plan can be used for both Direct and Group Connect Calls.										

¹All Direct Connect minutes round to the second.

² Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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Additional Services

Available with Other Primary Rate Plans

Group Connect											
RATE PLANS											

Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	Direct ConnectSM Overage	Group Connect Overage	Minutes that Share	Nights & Weekends2
----------------	---------------------------	------------------	-------------------	------------------	---------------------------	--------------------------	-----------------------	--------------------	--------------------

Group Connect 250	\$10.00	\$9.00	N/A	N/A	N/A	250 GC	N/A	See below	N/A	N/A
Group Connect Unlimited	\$25.00	\$22.50				Unlimited GC		N/A		
<i>Group Connect 250 overage rate is based on Direct Connect overage rate as defined by the primary rate plan. These buy-up plans can be added to ANY primary rate plan. Group Connect buy-up options cannot be used in conjunction with Alternate Line Service.</i>										

Alternate Line Service										
RATE PLANS										
Nextel National Alternate Line 200										
Nextel National Alternate Line 300										
Nextel National Alternate Line 500										
Nextel National Alternate Line 1000										
<i>Alternate Line Service Plans cannot be used for primary line service.</i>										

¹All Direct Connect minutes round to the second.

² Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change.

Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a

TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs

Cost Recovery Fee for one or more of the following:

E911, Number Pooling and Wireless Number Portability.

Long Distance includes domestic long distance charges.

Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more

details.

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Nextel Online Services	SERVICES PRICING				May 2003
	Monthly Price	Includes	MESSAGING Package \$10 Includes 60 bonus cell minutes per month for 12 months if purchased by 6/30/03!		
			\$25 Value	\$40 Value	
Web* (included with most NOL services)	\$3.50	Access selected wireless web sites, Text alerts (SMS) @ \$.10 each	Included	Included	
Address Book	\$5.00	Access Contacts and Administrative features, Web Service	Included	Included	
Address Book Admin	\$3.50	Allows end users to receive administrator-loaded phone list, NO Web Service	Included	Included	
Mobile Admin	\$10.00 or \$15.00 with Two-Way Messaging	Address Book Admin PLUS create and distribute mobile homepage(s) with My View Admin			
AOL® Instant Messenger™	\$5.00	AOL® Instant Messenger, Web Service	Included	Included	
Two-Way Messaging Includes 60 bonus cell minutes for	\$7.50	Two-Way Messaging, Address Book, Web Service	Included	Included	

Total Connect 100 MB - Laptop Plus	\$102.99	\$92.69	\$0.003	
<i>Public IP Address is available for an additional \$3 per month per phone for all Total Connect plans of 1 MB and higher.</i> <i>Total Connect As-You-Go plan does not offer a Public IP address or KB sharing.</i> <i>All plans include KB sharing across like plans.</i>				
Recommended Dial-Up Plans (for iM1100 only)				
Local Connect 500 (500 minutes/mo.)³	N/A	9.6	\$0.35/min + \$0.15/min for LD	
Local Connect 700 (700 minutes/mo.)³	N/A	9.6	\$0.35/min + \$0.15/min for LD	
BlackBerry Plan (for BlackBerry 6510 only)				

Unltd BlackBerry Email & Web (unlimited email & web access, 100 incoming text/numeric msgs, \$.10 per additional text/numeric message)		N/A	N/A	N/A	
Industry Solutions					
Application					
AirHours / Timeshe et					\$55.99 phone \$75.99 PDA
Corrigo Connect					\$55.99 phone \$75.99 PDA
MH2Buil d					\$55.99 phone \$75.99 PDA

Wireless eTrac					\$75.99 phone \$99.99 PDA
Aether PocketBlue					CityConnect = \$3.50/mo PermitWorks = \$1.89/minute
Mobile Application Manager 2					\$34.00

1 Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

2 Mobile Application Manager is included w/Packetstream Gold and included at no extra charge on all of the Total Connect plans except the As-You-Go plan.

3 Recommended for use w/dial-up service & the iM1100. Both Nextel-provided and customer-supported applications must be sized correctly and enrolled in the applicable KB bucket plan.

Nextel Online Services require an Internet-ready phone. Additional applications have monthly access fees that vary. Current prices are valid through May 31, 2003 and are subject to change. A phone purchase may require a one-year service agreement. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. AOL, Buddy List, the triangle design, and Instant Messenger are registered trademarks of America Online, Inc.

Access & Industry Solutions Pricing

Tethered Packet Data Rate Plans

Packetstream Plan

Packetstream Gold 1,2

Total Connect Plans

As-You-Go

Total Connect 1 MB - Phone

Total Connect 5 MB - Phone Plus

Total Connect 10 MB - PDA

Total Connect 50 MB - Laptop

Included KB

Unlimited

Monthly Access w/Public IP Address

N/A

\$12.99

\$22.99

\$32.99

\$62.99

Effective speed KB

19.2

Enterprise Discount

N/A

\$11.69

\$20.69

\$29.69

\$56.69

\$0.05 KB

\$0.05

\$0.01

\$0.009

\$0.008

\$0.005

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

April 25, 2003

CHANGE NOTICE NO. 17
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2003		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Please note the buyer has been changed to:

**Christine Mitchell, CPPB
530 W. Allegan
P.O. Box 30026
Lansing, MI 48909
(517) 335-0462
MichelC@michigan.gov**

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
 AUTHORITY: Act 431 of 1984
 COMPLETION: Required
 PENALTY: Failure to deliver in accordance with Contract terms
 and conditions and this notice may be considered in default
 of Contract.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

December 17, 2002

CHANGE NOTICE NO. 16
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2003		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, the contract end date is changed to August, 1, 2003.

AUTHORITY/REASON:

Per agency request from Tom Fogle dated December 16, 2002.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 11, 2002

CHANGE NOTICE NO. 15
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: January 31, 2003		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective 11/1/02, the new remittance address is:

**Nextel Communications
P.O. Box 4181
Carol Stream, IL 60197-4181**

**The overnight payment address is:
Nextel Communications
Remittance Processing
1800 S. Springer Drive
Lombard, IL 60148**

All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per request from Nextel.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
 AUTHORITY: Act 431 of 1984
 COMPLETION: Required
 PENALTY: Failure to deliver in accordance with Contract terms
 and conditions and this notice may be considered in default
 of Contract.

STATE OF MICHIGAN
 DEPARTMENT OF MANAGEMENT AND BUDGET
 ACQUISITION SERVICES
 P.O. BOX 30026, LANSING, MI 48909
 OR
 530 W. ALLEGAN, LANSING, MI 48933

May 13, 2002

CHANGE NOTICE NO. 14
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: January 31, 2003	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective immediately this contract is hereby EXTENDED until 1/31/03. All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per mutual agreement of the State of Michigan and the contractor.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

February 12, 2002

CHANGE NOTICE NO. 13
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479	
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)	
	BUYER (517) 373-7396 Andy Ghosh	
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2002		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

An updated list of equipments and accessories is attached. The price list includes discounts.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 2/8/02

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 26, 2001

CHANGE NOTICE NO. 12
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2002	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 6/1/02. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 12/28/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

November 21, 2001

CHANGE NOTICE NO. 11
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: December 31, 2001		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

This contract is EXTENDED until 12/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 11/20/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 24, 2001

CHANGE NOTICE NO. 10
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479	
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)	
	BUYER (517) 373-7396 Andy Ghosh	
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: November 30, 2001		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

This contract is EXTENDED until 11/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 10/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 26, 2001

CHANGE NOTICE NO. 9
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: October 31, 2001		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

This contract is EXTENDED until 10/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 9/21/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 23, 2001

CHANGE NOTICE NO. 8
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479	
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)	
	BUYER (517) 373-7396 Andy Ghosh	
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: Sepetember 30, 2001		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

This contract is EXTENDED until 9/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskirk on 8/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 24, 2001

CHANGE NOTICE NO. 7
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 8/31/01. No other change.

AUTHORITY/REASON:

Per agreement with Mike Ames on 7/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

wroForm No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 25, 2001

CHANGE NOTICE NO. 6
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Andy Ghosh Nextel Communication Units/Training/Service -- All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: July 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED till 07/31/2001.

AUTHORITY/REASON:

Per agreement with Mike Ames on 6/22/01

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

March 7, 2001

CHANGE NOTICE NO. 5
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel Communications 300 Galleria Officentre, Suite 301 Southfield, MI 48034	TELEPHONE Mark Samarian (248) 213-3100
	VENDOR NUMBER/MAIL CODE (2)841116272/001
	BUYER (517) 373-7396 Andy Ghosh
NIGP #725-51 Contract Administrator: Andy Ghosh CS-138 #NotReq Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE:

This contract is EXTENDED till 06/01/2001.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice, may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 6, 1999

CHANGE NOTICE NO. 3
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel Communications 300 Galleria Officentre, Suite 301 Southfield, MI 48034	TELEPHONE Mark Samarian (248) 213-3100
	VENDOR NUMBER/MAIL CODE (2)841116272/001
	BUYER (517)241-1647 Irene Pena
NIGP #725-51 Contract Administrator: Irene Pena CS-138 #NotReq Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: February 16, 2000	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

CHANGE(S):

Effective immediately, the contract administrator and Buyer assigned to this contract is:

Irene Pena
(517) 241-1647

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

**NEXTEL PRODUCT AND PRICING SUMMARY
FOR THE
STATE OF MICHIGAN**

APPENDIX A

CONTRACTOR'S PROPOSAL (EXCERPTS)

SECTION 2.3 NEXTEL'S SERVICE

2.3.1 Introduction

The Nextel personal wireless network features integrated telecommunications services. Subscribers can secure all of their communication needs through one easily accessible source, using one telephone number, contacting one customer service center, and paying one bill. The main services are: Nextel Direct ConnectSM, cellular, text and numeric paging, and data services (future). Each of these services will be described briefly in this section.

2.3.2 Nextel Direct ConnectSM

For businesses with workgroups, the Nextel private network offers many advantages over traditional analog dispatch service. Improved sound clarity and system access are achieved through all-digital, congestion-free transmission on the 800 MHz spectrum. Vehicles have an increased communications range because Nextel's significantly larger footprint allows for expanded coverage and will receive improved signal reception because of the system's multi-site design. The old analog SMR systems or analog private systems typically had one repeater site and the user had to manually switch between different systems. In the Nextel system the various cell sites are networked together, so that switching from one site to another is done automatically without any action by the user. The digitally coded speech also provides a measure of privacy, which is important for many business transactions.

Nextel's Enhanced Specialized Mobile Radio (ESMR) dispatch service offers higher capacity than SMR. As a result, the subscribers experience less blockage and access a talk channel faster.

Most dispatch two-way radio users are organized into various fleets and talkgroups. A fleet is usually a group of radio users belonging to the same company, such as the employees of an entire company. A talkgroup is a subset of the fleet, whose normal communications do not require interface with other subsets of the fleet. For example, in a typical company the warehouse personnel could be on one talkgroup and the delivery trucks could be on another. Talkgroups are made up of individual radio users, who are joined together in workgroups. Typically, the majority of an employee's communication requirements are within his/her own talkgroup. These talkgroups are preprogrammed in the system, and the user has the ability to talk to the entire fleet or to his talkgroups. Private calls can be made to individuals in the fleet by merely calling their individual ID numbers. All such calls are half duplex calls, which require the user to "push to talk and release to listen".

Even for the business user who has not used two-way radio dispatch in the past, Nextel Direct ConnectSM can be an effective tool. It allows the user to be in instant contact with other members of his business team without having to dial their phone number. It also allows him to talk with all the members of his team. For example, this is a great tool for members of a sales team in a company or an engineering team or a technical support team. It allows them to effectively coordinate their efforts at a lower rate than for a cellular call.

2.3.3 Cellular Service

Nextel wireless telephone service, available with both mobile and portable units, is competitive with today's analog and digital cellular. Each unit has an assigned public telephone directory number and can initiate calls to or answer from the Public Switched Telephone Network (PSTN). One main difference with the Nextel system is the ability to deliver unmatched functionality with relative simplicity. User-friendly features include speed dialing and call forwarding, which are very easy to use. This service is sometimes also called "Interconnect".

Nextel provides coverage in 79 of the top 100 metropolitan areas across the country. The obstacles of operating away from home and crossbilling will not be an issue, since the customer will be dealing with one national company. Nextel does not charge roaming charges in the U.S. or Canada.

2.3.4 Text and Numeric Paging

Subscribers using Nextel's integrated paging and text messaging services add a new dimension to their personal communications. State-of-the-art data transmission delivers multiple alpha and numeric messages directly to the Nextel unit's easy-to-read screen. Subscribers have unmatched flexibility in choosing the mode of communication which fits their immediate need. Plus, unlike one-way pagers, which fail to receive critical messages when the pager is turned off or is out of range, the Nextel personal network stores messages up to 140 characters in length and then delivers them when the unit is re-activated. The system will store messages for seven days, before deleting them. With the Nextel system, a message originated in the Los Angeles system can be delivered to a subscriber unit travelling in New York.

With the Nextel service, paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

There are a variety of ways that messages can be sent to the subscriber unit. By using Nextel's proprietary NexNote® software with a modem-equipped DOS, MacIntosh or Windows-based personal computer, subscribers may send text messages to any Nextel handset. Messages can also be sent by utilizing NEXGRAM®, an operator-assisted messaging service. Finally, Nextel can provide customers with an inexpensive messaging terminal, AlphaMate™ by Motorola, that offers a convenient way to send group or preprogrammed messages.

2.3.5 Voice Mail

Nextel's voice mail system can be used for many different applications. With cellular service, voice mail is an answering service that ensures no important calls are missed and allows the user to decide which calls to return and how soon. The voice mail is integrated with the message service so the customer is alerted to the new voice mail message and is told the number of messages in the mailbox.

2.3.6 Data Transmission

Nextel is in the process of developing its packet data service and will be introducing it in early 1999. With this service customers will be able to send and receive data that will allow them to operate more efficiently in the mobile environment.

The Nextel Packet Data System will be a significant cement over existing technologies and is designed to be fundamentally a wireless Internet network. Its key mission will be to support TCP/IP based communication between mobile and land-based computers. Since it is based on IP (Internet Protocol), the most widely deployed networking standard, Nextel Packet Data will be able to support a wide variety of applications ranging from Automatic Vehicle Location and messaging to database inquiry and electronic mail. Users will not be restricted to any proprietary applications or protocols and will take advantage of any IP based solution.

2.3.7 Summary

This is a general overview of the services that Nextel offers. The following sections will give a more detailed description of the equipment.

SECTION 2.4 NEXTEL EQUIPMENT

2.4.1 Introduction

This section will first discuss the common features in the various types of subscriber units and then detail the specifics. Nextel's product line now includes:

- Portables
 - i1000
 - i600
 - i390
 - i370
 - r370
- Mobiles
 - m370
- Control Stations
 - b370

2.4.2 Common Features

A subscriber unit includes the radio equipment and interface that a subscriber needs to access the integrated services provided by the Nextel system: digital cellular, Direct ConnectSM (Group Call and Private Call), Text and Numeric Paging and Voice Mail. All subscriber units operate on 6:1 TDMA technology for Direct ConnectSM and 3:1 for cellular calls.

Each unit has a full numeric keypad for unlimited cellular and Direct ConnectSM operation. The highly tactile keypad can be set at audible or silent and each unit has a well-illuminated, easy-to-read LCD display of four lines, which is backlit for nighttime operation.

Some other common features are:

General Features

- Crystal clear digital audio
- Continuous signal indicator
- Built-in fraud and cloning protection
- Easy to use menu system battery strength indicator
- One year manufacturer's warranty

Cellular Features

- 100 member phone list
- Call waiting
- Call hold
- Automatic redial
- Call forwarding
- Last number redial
- Speed dial and alpha recall
- Voice Mail indicator
- Multiple call timers
- Scratchpad memory
- DTMF (Touch Tone) overdialing

Messaging Features

- New mail indicator
- Storage for up to 16 messages
- Messages up to 140 characters in length
- One touch call back of numeric pages
- Time/date stamp
- Icon and audio notification of new pages

Direct Connect_{SM} Features

- One touch calling
- Up to 30 programmable talkgroups with alpha name tags
- 100 member Private Call directory with alpha-name tags
- Call back alerting
- Incoming Private Call ID

Each subscriber unit is identified by a unique number called the International Mobile Equipment Identifier (IMEI), which is permanently stored in the subscriber unit. Just as the IMEI identifies the mobile equipment, other numbers are used to identify the unit. Different subscriber unit identities are used in different phases of call setup. The subscriber unit's telephone number is the number a calling party dials to reach the subscriber unit. It is used by the land network to route calls toward an appropriate switch. The unit's IMEI is the primary identity of the subscriber unit within the mobile network and is permanently assigned to it.

All the parameters necessary for defining a subscriber's personality are programmed into the unit at the time of installation. These features are enabled or disabled when the unit is in contact with the network switch.

2.4.3 Portable Units

i1000

The i1000 is Nextel's top of the line offering for the mobile professional. This unit is smaller, lighter and more elegant than the other Nextel handsets, perfectly suited for all business users. When Nextel says: "You've never used a phone like this before," it accurately describes the extensive set of features that the i1000 offers to its users.

The i1000 is small and light enough to be carried in a suit jacket pocket and yet talktime has not been sacrificed. Its unique, see-through flip allow the phone to operate either opened or closed. The most distinctive feature is its speakerphone, which allows users complete handsfree operation for phone calls.

The i1000 offers all of the common features listed above plus the following unique features.

i1000 Features

- Speakerphone
- Consolidate Directory Programming
- Name & Number Display
- User Selectable Phone Only Mode
- Selectable Ring Styles
- Vibration Alert
- Additional Line Service
- Selectable Languages
- Display Own Phone #
- Display Own Private ID
- Any Phone Key Answer
- Emergency Dialing
- 3-Way Calling
- Learned Bandmap Roaming

The i1000 package includes the phone, a standard lithium ion battery and travel charger. The following additional accessories are offered:

- Slim Lithium Battery
- Desktop Dual Pocket Charger
- Cigarette Lighter Adapter
- Soft Install Car Kit
- Audio Adapter with various Earpieces and Headsets
- High Capacity Batteries
- Leather Carry Cases
- Belt Clips
- Hands Free Car Adapter
- Hard Install Car Kit (future)

Technical Specifications

Signalling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time (standard battery)	3.0 hours
Standby	60 hours
Antenna	Retractable
Dimensions (HxWxD)	5.5" x 2.25" x 1.0" (with standard battery) 4.7" x 2.4" x 1.2" (with slim battery)
Weight	5.78 oz. (with standard lithium battery) 5.4 oz. (with slim lithium battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

i600

The i600 portable has been a steady performer in the Nextel family of subscriber units. It has all of the common features described above with some additional features.

i600 Features

- Selectable Ring Styles
- Vibration Alert
- Additional Line Service
- Selectable Languages
- Display Own Phone #
- Display Own Private ID
- Any Phone Key Answer
- Emergency Dialing

3-Way Calling
Learned Bandmap Roaming

The highlights of the i600 (which are also available with the i1000) are:

Vibration Alert
Alternate Phone Line
Selectable Ring Styles
3-Way Calling
Emergency Dialing

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time	270 minutes (standard battery) 360 minutes (extended life battery)
5% transmit/5% receive/ 90% standby Duty Cycle	24 hours (standard battery) 33 hours (extended life battery)
Antenna	Retractable
Dimensions (HxWxD)	5.3" x 2.3" x .7"
Weight	7.9 oz. (with ultra-slim NiCd battery)

i390

The i390 has all of the features of the i600 described above with exception of the vibration alert, the additional line service and 3-way calling.

i370 and r370

The i370 and r370 are the basic offerings in the Nextel portfolio, which have all of the common features described above. The i370 and r370 are essentially the same, except that the r370 is a ruggedized version, built to withstand harsh use. The r370 meets MIL STD 810 C/D/E specifications.

The Hi/Lo audio is controlled by means of a button and the hi-audio speaker is separate near the microphone.

These units include the antenna, standard battery, and charger. Rapid charge batteries and chargers are available for shorter charging time. The following portable accessories are offered:

- Slim Pak Batteries
- High Capacity Batteries
- Leather and Nylon Carrying Cases
- Belt Clips
- Carry Holders
- Vehicular Battery Chargers and Eliminators
- Car Kit
- Remote Speaker Microphone
- Choice of Antennas

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW

Talk time (standard battery)	145 minutes
5% transmit/5% receive/90% standby Duty Cycle	9.5 hours
Antenna	Screw on
Dimensions (H x W x D)	5.5" x 2.25" x 1.0" (i370) 5.9" x 2.4" x 1.9" (r370 with extended life battery)
Weight	8.7 oz. (r370 with ultra-slim battery) 14.3 oz. (r370 with extended life battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

2.4.4 Mobile Units

m370

This mobile unit is a 3.0 watt dash mount or remote mount transceiver with almost identical features. It offers the integrated set of services and includes a handset, external speaker, and visor microphone.

This fully integrated digital mobile phone is designed for those who want integrated Direct ConnectSM and cellular communications without compromising safety, convenience or ease-of-use. Hands-free operation and speed dialing let you use the handset with minimum distraction. The user can receive text and numeric pages and voice mail alerts. They offer memory scrolling and alpha search for one hundred saved numbers. The handset with its full keypad and three-line display combines sleek styling with easy-to-use functionality. The handset and hang-up cup are lighted for easy use at night. This radio is designed for remote installation with only the handset visible.

The mobile is capable of choosing any of 255 different talkgroups and can have 30 talkgroups aliased or named at any one time.

The mobile can be installed with an automatic or manual lock and a theft alarm. It can also include a horn alert to notify the user of a call when he is away from the vehicle.

The mobiles can be purchased with external speakers for enhanced sound quality in high noise environments. Visor microphones are available to provide hands-free operation for greater safety and convenience. Nextel offers different antennas to meet a wide variety of personal preference or system-related needs.

Technical Specifications

FCC Designation	AZ492FTS775 (m370)
Signalling Format	TDMA Digital; Quad 16 QAM
Frequency Range	Transmits: 806-821 MHz Receives 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.0 ppm (m370)
RF Output Power	.025 to 3.5 Watts pulse average power (variable)
Audio Output Power	0.5 Watt (Handset Speaker) 3.0 Watt (External Speaker)
Operating Voltage	13.8 VDC Nominal $\pm 20\%$
Emission Designator	20KOW7W
Data Port Interface	RS232 with optional cable
Environmental Performance	Military standard 810 C/D/E

2.4.4 Control Station Unit

b370

The base station has the same specifications as the mobile, but a power supply, external speaker and a choice of microphone are intruded for desktop operation. These digital control stations offer full Direct Connect_{SM} and cellular functionality. They include a handset with full keypad and three line display, designed for easy "at the ear" or "on the desktop" operation with a desktop cradle, including integrated speaker, microphone, and Push-To-Talk switch. The transceiver and power supply can be installed remotely.

SECTION 2.5 NEXTEL COVERAGE

2.5.1. Domestic Coverage

Nextel considers its service to have all of the features of PCS and digital cellular, plus the added feature of Nextel Direct Connect_{SM}, which allows individuals in a talkgroup to communicate with one another by the push of a single button. Attached is a Nextel nationwide service map and maps of the individual markets, showing the extent of our coverage areas. Currently, Nextel serves 400 cities across the United States and offers service in 79 of the top 100 markets in the country. By the end of 1998 Nextel plans to provide service to 85% of where the U.S. population works and lives.

2.5.2. International Coverage

Nextel has an interest in several current or planned international iDEN systems in North America, South America, and Asia. The following are specific markets that are in service or under construction:

- Canada
- Mexico
- Brazil
- Argentina
- Peru
- Japan
- Philippines
- Indonesia
- Shanghai

Clearnet, the Canadian iDEN provider, offers coverage from Windsor, Ontario to Quebec City and plans to launch service in western Canada in 1998. Nextel's U.S. units can now roam on the Cleamnet system at their U.S. rates with no roaming charges. A long distance rate of \$0.30 USD/min. has been established for long distance calls between Canada and the United States.

By June of 1999 Nextel will offer a dual-mode phone, which will be able to operate on the Nextel network, where Nextel has coverage (U.S., Canada and Latin America) and on GSM networks throughout the world (over 60 countries). Currently, the Nextel Worldwide_{SM} program offers Nextel users the use of a GSM phone, which is programmed to their Nextel number. Users pay one flat daily rate for equipment rental, plus a flat, per-minute rate for each call they make or receive.

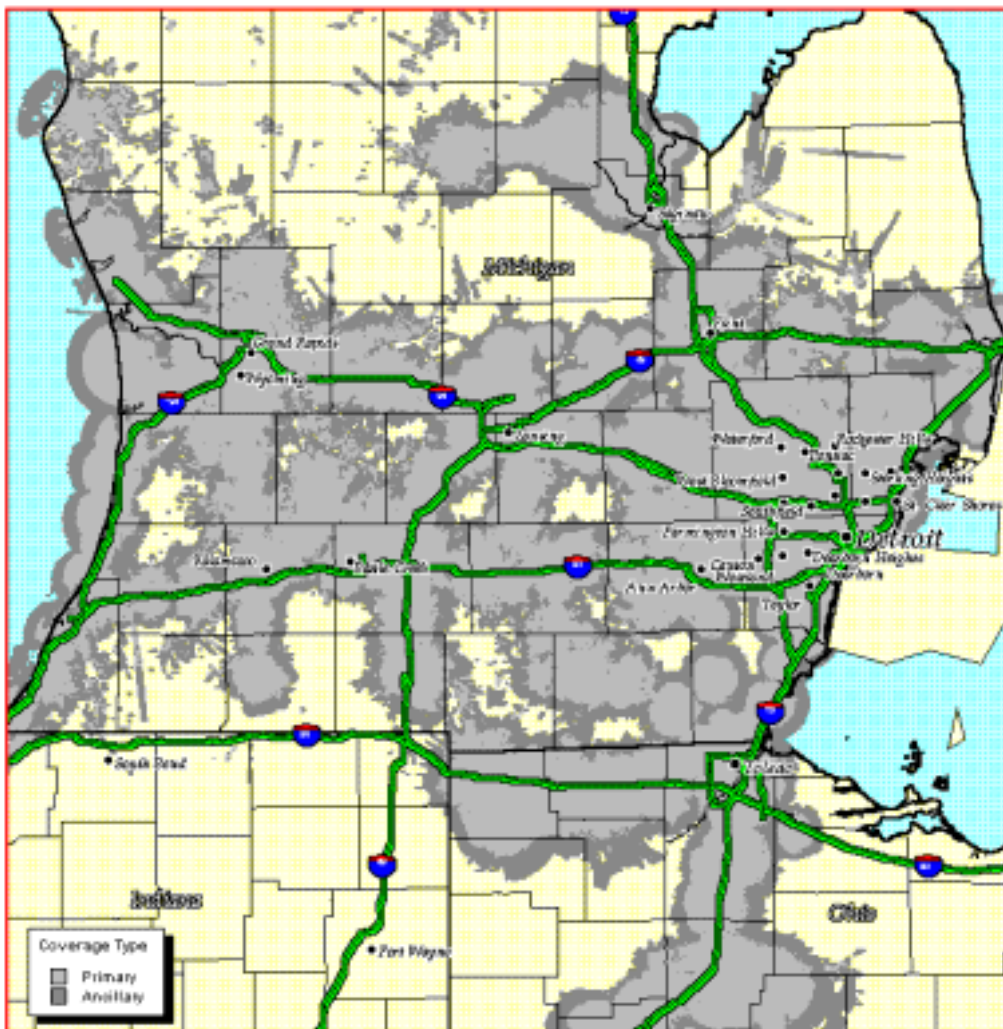
Michigan Market Coverage

NEXTEL

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE

NexTel's digital wireless network extends far and wide so you can get in touch with the people you need to. What's more, you can count on our coverage area and capacity to keep growing. Because we employ state-of-the-art digital technology, you get instant communications without annoying analog static. So instead of wasting time on busy signals or hard-to-hear calls, you can spend it doing business.

NexTel, the nation's leading provider of digital wireless communications services for teams of mobile workers, does not charge its customers roaming fees or require that they dial complicated codes when outside their home service areas. NexTel's National Network allows customers to have their cellular calls, calling features and home airtime rates follow them when they travel.



YOU'VE NEVER USED A PHONE LIKE THIS BEFORE™

www.nxtel.com

The coverage area shown on this map is approximate. Actual coverage may vary due to subscriber equipment used, terrain, and atmospheric conditions. Use this map as a reasonable representation of coverage. Map represents coverage availability projected through 9/99. Produced by Spatial Insights, Inc. © 99

SECTION 2.6 NEXTEL SUPPORT TEAM

2.6.1 Support Team

Nextel has assigned *Mark Samarian* as *State of Michigan's* Corporate Account Manager to the corporate headquarters. *Mark Samarian* is a member of the Nextel Corporate Accounts Team and will be the main point of contact for *State of Michigan*.

In each market where *State of Michigan* has facility, Nextel will have a support team to assist *State of Michigan* personnel. There will be the Major Account Executives in the local markets who will work in conjunction with the Corporate Account Manager. Also part of the team are the Customer Service Representatives who assist in training and many support issues.

There is also a Corporate Accounts Customer Care Center that will support your account on a centralized basis. The center, which can be reached by an 800 number, acts for all of our local offices to provide *State of Michigan* with one source for all service and billing. The Customer Care Center for the local markets will also be ready to support *State of Michigan* users on a secondary basis. *State of Michigan* users will be able to access their local Center by dialing "611" on their Nextel phone.

2.6.2 Ordering Process

State of Michigan has the option of handling its purchasing on a centralized or decentralized basis. If centralized, the orders can be placed with the Corporate Accounts Manager, who will coordinate the order with the Corporate Account Customer Care Center. If decentralized, the orders can be placed with the local Major Account Executive under the direction of the Corporate Accounts Manager, who will coordinate with the Corporate Accounts Customer Care Center.

2.6.3 Warranty

The subscriber units are covered by a one-year warranty for parts and labor by the manufacturer, Motorola.

2.6.4 Customer Care Center

The Corporate Accounts Customer Care Center, which will handle unit activations and problem resolution for *State of Michigan* on a nation-wide basis, is operational:

- five days a week, Monday through Friday, from 6 AM to Midnight, Eastern Time
- Saturday, from 8 AM to 6 PM, Eastern Time
- Sunday and all other times - on call

The Local Market Customer Care Center, which will handle local market issues for the end users, is operational:

- five days a week, Monday through Friday, from 6 AM to 8 PM local market time.
- Saturday and Sunday, from 8 AM to 5 PM local market time
- all other times - on call

This Center can be reached by dialling #611 on the Nextel phone.

2.6.5 System Infrastructure Maintenance

The Nextel system is maintained and operated by an extensive network of communications equipment and experienced personnel.

The Operation Maintenance Center

The Operation Maintenance Center (OMC) is a central network element built into every Nextel system that controls and monitors other elements to ensure the quality of service provided by the Nextel network. It provides alarm-handling functions to report and log alarms generated by components of the network. It controls each element of the system through an X.25 packet network.

Local Nextel Operations and Engineering Team

Operations

The local Nextel Operations team at the local switch is responsible for monitoring the system 7 days a week, 24 hours a day, providing first line support in fault resolution and emergency repair both at the MSC (Mobile Switching Center) and the individual cell sites. To mitigate problems from occurring, the team performs preventative maintenance and repair on a regular schedule on all system elements.

When software upgrades are required or the system must be expanded, the team is responsible for their implementation.

Engineering

The local engineering team is responsible for tracking the performance of the system, monitoring its overall health and looking for significant trends in performance. This team is constantly looking to the future to forecast long range system use and design for system expansion.

Network Operations Center

This Network Operations Center (NOC), located in McLean, Virginia, monitors the entire national system and works closely with the local markets, providing second level engineering and operational support. With their national perspective they see the "big picture" and determine how activity in one section of the system might affect another. Any changes that take place in a local market must first be authorized by the NOC. The Center provides trending statistics and informs Nextel Customer Care of any network events that might impact customers. They manage the overall expansion of the system and establish national standards for system hardware and software.

2.6.6 Nextel's Quality Program

Nextel has set a set of stringent standards for the operation and maintenance of the system. In addition, it works with Motorola, the major manufacturer of the system's infrastructure and the subscriber units, to maintain these same high quality standards. Nextel pledges to work with *State of Michigan* to attain its quality objectives outlined in the RFP. We continue to make strides in improving our performance in all aspects of the business.

One of the reasons that Nextel chose Motorola as its manufacturer is because of its track record on quality assurance. Motorola has been one of the nation's leaders in this area with its Six Sigma initiative. They claim that in the past nine years, they have reduced their in-process defect levels 250-fold. At the same time, productivity, measured in sales per employee, has increased 13.2% per year. These quality initiatives produce quality products in a timely manner at an affordable price. In 1988 they won the Malcolm Baldrige National Quality Award, emblematic of superior performance in regard to quality. They are also audited every two years and certified with the ISO-9000, an international quality standard.

Nextel has its own stringent quality standards that are used in the installation and maintenance of the system's infrastructure:

- Scheduled automated testing of call processing subsystem
- Performance of quarterly routine maintenance on all outside plant equipment (i.e. EBTS, HVAC, Towers, telco circuits and etc.)
- All maintenance personnel are vendor certified
- The Network Management facility is staffed seven days by 24 hours
- Customer satisfaction is monitored on a regular basis

- Monitor and track customer problems by category
- Benchmark system performance
- Monitor scheduled and unscheduled system downtime
- Monitor system traffic performance (i.e. blocking, drops, handover, call volume)
- Drive test entire system, collect empirical data, and make system adjustments on a regular basis
- Conduct regular service improvement meetings with telco and other vendors
- On-site Motorola support at the switch location
- Drive test the entire system after all system expansion and software upgrades.

SECTION 2.7 NEXTEL SERVICE IMPLEMENTATION

2.7.1 Project Management Plan

Nextel understands the magnitude of the tasks and resources necessary for the successful implementation of your system. Nextel representatives will work with *State of Michigan* to provide an organized and systematic transition from the current service to the new digital system. This task will require a high degree of coordination between Nextel and *State of Michigan*.

The overall responsibility for the successful implementation of the project on a corporate level lies with the Corporate Accounts Manager. On a local level the Major Account Executive is responsible. To assist this person Nextel will dedicate a Customer Service Representative (CSR) in each market for the duration of the project.

The Major Account Executive will be responsible for the contractual schedule requirements and the technical objectives of the contract. Additionally, the Major Account Executive and the Customer Service Representative will be directly responsible for processing equipment orders and deliveries, coordinating subcontracts, distributing documentation, providing training, and coordinating various team members to ensure a completely operational system. During the implementation phase they will provide the liaison with other departments within Nextel, such as Marketing, Engineering, Operations, and Customer Care.

Nextel strongly suggests that the implementation be done on a phased approach, location by location, department by department. The supervisors will have to be part of the planning process to determine how each unit will be programmed - what the composition of the talkgroups will be and what the various aliases will be. Then, the supervisors will be trained and will subsequently train their employees.

Training

Nextel will provide a complete training package for *State of Michigan* including basic user training. Each training class will consist of a lecture, overhead slide presentations, and demonstrations on actual equipment. Nextel will provide user manuals and training information applicable to the equipment. Nextel will offer training for all subscriber unit users. Because of scheduling conflicts not all students may be able to attend the regularly scheduled classes. Nextel will offer training and materials for those supervisors who wish to train their own people.

2.7.2 Project Tasks

Following is a list of tasks to be typically accomplished during the project implementation:

1. Project Kick-off Meeting
2. Final scheduling for the project
3. Ordering equipment
4. Direct Connect talkgroup planning
5. New equipment receipt and inventory
6. Manager and supervisor training
7. Employee training
8. Programming the phones
9. Review of Nextel billing with Payables Department
10. Installation of mobile phones
11. Distribution of portable phones
12. Cutover to Nextel service
13. Project completion
14. Project review

SECTION 2.8 NEXTEL REPORTING & BILLING

2.8.1 Flexible Billing and Reporting

Nextel is committed to offering its customers the billing and reporting flexibility they need to meet their business needs. *State of Michigan* may elect to receive a single, comprehensive invoice mailed to a single location. Or, choose multiple invoices with sub-account detail and airtime pooling for Nextel Direct ConnectSM service delivered to multiple locations.

There are three (3) billing options available. They consist of:

- (1) A master/subaccount structure. The master account receives the bill and the detail for all the subaccounts. The master is responsible for payment.
- (2) A master/sub account structure. The master account receives a summary only bill. The subaccounts receive a detailed bill. The master account is responsible for the payment of the bill.
- (3) An individual account structure. The individual receives a detailed bill and is responsible for payment of that bill.

2.8.2 Future Development

Nextel is developing a CD bill image program that will allow customers to receive copies of their invoices on CD ROM. CD bill image will enable them to view, print, fax and even attach copies of invoices to electronic mail systems. This will enable customers to review invoices quickly and efficiently, and dramatically reduce wasted paper and the need for extra storage space. Navigating an invoice will be as simple as clicking on a web page. Or, the customer can quickly search for information in any given invoice.

In sum, Nextel offers the features and flexibility a customer needs to satisfy his billing and reporting requirements, on time and with total accuracy.

SECTION 2.9 NEXTEL'S FRAUD CONTROL

2.9.1 System Security

System security is a big advantage of the Nextel system over more traditional wireless offerings. While other wireless providers struggle for standards for fraud control technology or rely on unproven technology, Nextel relies on iDEN technology to offer security throughout its service territories.

Cellular system security is of paramount importance to all whom use cellular telephone networks both now and in the future. In today's cellular world, the concern is the proliferation of cellular cloning, fraud, and the unauthorized monitoring of cellular phone calls.

It is important to understand how these events occur and how the different technologies address these concerns.

First, the difference in the network technology: Cellular technology is, in its most basic form, divided into 2 major categories: analog cellular networks and digital cellular networks.

Analog cellular, being the most prevalent of cellular transmission technology in use, presents many challenges to security. Analog, by its nature, is very susceptible to all of the above mentioned concerns. As an analog cellular call is initiated, it is easy for anyone with a conventional radio scanner to monitor the ongoing conversation.

Analog cellular phone cloning can be accomplished by means of scanning and decoding the initial system access codes from a cellular phone and programming another phone with the access coding. The cloned phone is then used without the user knowing that he is being billed for not only his own phone calls, but also for the calls made by the illegally cloned phone.

Digital technology, on the other hand, is more impervious to unauthorized monitoring or fraud. Because digital transmission is essentially an encrypted stream of ones and zeros that are transmitted over an RF channel, it is more difficult to decode the information regardless of whether it is scanned or not. Digital encryption arranges the information to be transmitted into a format that will be recognized only by another device with the same encryption format, thus making it extremely difficult to decode.

When the Nextel phone is first powered up, the International Mobile Subscriber ID (IMSI) is sent to the switch. With the normal analog cellular system, this could be scanned and used to clone the phone. The Nextel system takes in the IMSI and then assigns a Temporary International Subscriber ID (TMSI) to the communicator and authentication begins. This TMSI will change, based on switch control, several times during the use of the communicator. Therefore, making it even harder to scan and clone.

Nextel then takes the digital technology advantage even further. With the use of the GSM Specification model, IDEN technology has incorporated many of the features of GSM into its cellular transmission technology. The GSM specification addresses security from many different angles. Unauthorized access is abolished by means of authentication. This function checks the subscriber unit and the system switch. When the subscriber unit initiates a call, it sends a service request to the Home Location Register. The Home Location Register searches the data base for the subscribers system information and generates an Authentication request. This authentication request contains a random binary number, which is 16 bytes in length.

The subscriber unit receives the random number generated by the Home Location Register and with its own authentication key (a binary number that is 8 bytes long), solves for a predetermined value (in essence it solves an equation). At the same instant, similar solve for X sequence is being accomplished within the switch. The subscriber unit sends back its authentication response (the answer to the equation), and a comparison of the solution at the switch and the authentication response is performed within the switch. When this is accomplished, the subscriber is allowed to use the system.

The authentication request is generated by means of a proprietary algorithm, which is housed inside the switch. The algorithm is the heart of the authentication system. The authentication key, which is housed in both the switch and the subscriber unit, can be changed for further security, but it is never transmitted over the air. Only the random number and the authentication takes place.

The entire authentication sequence is completely transparent to the subscriber, thus eliminating the need for the user to perform additional steps in activating his or her phone call. Upon completion of the authentication sequence the communicator is logged onto the network and available for use.

The M16 Quadrature Amplitude Modulation, which is used in the IDEN product, is a proprietary modulation that cannot be monitored by any device available in the marketplace today. Additionally, the proprietary nature of the RF and the IDEN call processing algorithms makes it very unlikely that anyone would be able develop such a monitoring device in the future.

2.9.2. Authentication and ID Management Plan

Each subscriber unit is assigned an identity, called an International Mobile Subscriber Identity (IMSI), which is understood by both the dispatch and interconnect call processing programs. Associated with the IMSI are the services a provider/maintainer has provisioned for a user, along with related billing information. As a result, it is important for the system to validate the user's IMSI each time an interconnect call processing procedure is performed.

When a unit is powered on, as well as when it changes location areas, it can be authenticated by the system. It is also authenticated whenever a phone call or paging transaction on the cellular side of the system is attempted and when it performs a supplementary service action such as registering a call forwarding number.

Authentication is basically a process where the Fixed Network Equipment (FNE) sends a random number to the subscriber unit and the subscriber unit processes this number with an authentication

algorithm and an authentication key to generate a response to the FNE. Only the FNE and subscriber unit know the authentication key and therefore only the FNE and the subscriber unit know the response. If the response is valid, the call continues. If the response is invalid, the call is not allowed to proceed. The authentication key is generated and displayed by the subscriber unit. The subscriber/user then communicates the authentication key to the service provider by secure means (e.g. phone call by wire-line, mail, in person, etc.) at subscription time and the key is never sent over the air.

For interconnect call processing, a temporary ID called the Temporary Mobile Station Identifier (TMSI) is used to identify the subscriber unit to the system. This minimizes broadcasting the IMSI over the air. However, the IMSI may be broadcast when the subscriber unit initially roams into a system and registers. The system assigns a TMSI for the subscriber immediately, and that will be used to identify the subscriber until he roams out of the system.

For Direct ConnectSM call processing, a similar set of the temporary IDs are used to define a subscriber unit's individual, group, and announcement group IDs. These IDs function in a role similar to the TMSI'S.

SECTION 2.10 NEXTEL DISASTER RECOVERY PLAN

2.10.1 Nextel's Disaster Recovery Plan

In designing a disaster recovery plan for telecommunications, it is extremely important to determine the strengths that the system will need during adverse conditions. For telecommunications this can be measured by the amount of redundancy that is built into all components of the system. This section will outline the redundancy of the Nextel system.

2.10.2 At the Cell Site

In the design of the Nextel system there is a certain amount of overlapping in the coverage areas, which will allow one site to increase its coverage area in case a neighboring cell is inoperative. Also there is redundancy built into the individual base stations. Particular boards, which might be subject to failure, can be replaced very easily by service personnel. At some sites there are multiple base stations and in case of failure, one station can back up another. Some sites have as many as five stations. These sites are equipped with battery back-up, which allows them to operate on emergency power for a period of at least three hours. Some more developed sites are supplied with generators, which can be activated remotely or which operate on a hot switch-over basis. Nextel also has on hand several portable generators, which can be deployed to a cell site as needed. These generators can provide service for an extended period of time during a power outage. Nextel also has several "Cell On Wheels," complete, self-contained cell sites, which can be transported to a location and put into operation with a minimum of effort. The operation of the individual cell sites is continually monitored at our main switch by the Operations Maintenance Center to make sure that this element of the system is operating properly. If there is a malfunction, the technician monitoring the system will be alerted and can take the appropriate corrective action.

2.10.3 The Interconnect Network

The Nextel interconnect network consists of multiple T1 circuits on various combinations of copper, fiber and microwave radio systems. In general, a large portion of the network is leased from either the local telephone company, Competitive Access Providers (CAPS) or an Inter-exchange Carrier (for cross-LATA systems). In many cases, a T1 circuit will utilize more than one carrier's network as it transits the market area.

Typically, the majority of the network is leased from regional Bell companies. Most of our hub locations are placed on SONET bi-directional fiber rings. This significantly reduces the chance of network failure due to cable dig ups, equipment failures or other potential causes of service interruptions. Of course, all the Bell central offices are equipped with generators and large battery backup plants. The "local loop" section of the T1 service will be placed on local SONET rings and loop plant SONET rings, where available. Since the Bell companies have built the T1 circuits directly into our sites, they are responsible for the circuit to the inside of our equipment area and this gives increased survivability and restoration capability to the network. Circuit access to the Nextel switch location is through diverse SONET fiber systems with diverse cable entrance and routing to the Nextel's telephone company room.

For sites outside of the metro areas, most of the local T1 circuits are leased from the regional Bell companies. Some of the remote site locations are served by digital microwave radio. These radio systems have been professionally engineered and are equipped with protected electronics (hot-standby) in all cases and, where appropriate, space diversity antenna systems to increase the path reliability to above 99.999% per year. The larger service areas are equipped with digital cross-connect (DCS) hub equipment with remote access connection to the Maintenance and Alarm center. T1 service from these hub locations to the Nextel switch location is provided on at least two diverse routes. Should there be a service interruption on one of the carrier routes, with the remote DCS equipment and remote protection switching capability, some service can be rerouted to working routes. All DCS locations are equipped with long term battery backup systems. As with the metro area circuits above, access into the Nextel switch location from the remote hub locations is via at least two carriers with two separate routes all the way to our telephone company room.

2.10.4 At the Switch Location

The main switch for Nextel systems are typically located in areas near a power utility substation and the Bell company Central Office. These locations have 14 hours of battery backup and an endless supply of generators for as long as fuel is on hand (at least 20 hours). The main system components located here are the Base Site Controllers (BSC), the Dispatch Application Processor (DAP), and the Mobile Switching Center (MSC).

Typically, at this switch there are multiple BSC'S, which are fully redundant. The DAP is also fully redundant. The Mobile Switching Center is fully redundant and even if the MSC were to be completely inoperable, subscribers would still be able to make dispatch calls through the DAP. The Home Location Register (HLR), which determines which units are subscribers, is redundant in Los Angeles, complete with redundant subsystems.

Nextel has taken every precaution to ensure that the system will remain operative during man-made or natural disasters. Every component of the system is monitored continually for failure and is backed-up with redundant equipment. Nextel systems across the country have weathered many natural disasters and continued to provide communications. In many instances, the relief agencies have used Nextel service in their relief efforts. All of our systems in markets across the country have been built to the same design criteria and stringent standards.

Nextel Communications' Repair Process and Policy

The following is an outline of the general policies of Nextel Communications in relation to customer service issues.

All billing and feature issues can be handled by dialling 611 from the Nextel phone.

In the event that there is an equipment issue, the phone must be brought to one of our service locations or sent to the Novi location. A listing of the Michigan service locations is attached to this document.

While not all inclusive or binding, the following is a list of some of the issues that an end user might face with their equipment and is intended to give a basic understanding of our level of service. Times quoted are for the time of repair and do not consider the fact that other customer repairs may need to be handled before starting the new repair.

Broken or bent antenna - This repair is not covered under warranty and would incur a charge of \$25.00. The repair time would be less than 30 minutes.

Broken Display - This repair would not be covered under warranty and would result in a charge of \$60.00. The repair time would be less than 30 minutes.

Warranty swap - Any repair that is deemed to be covered by warranty would result in the unit being exchanged with a unit of similar condition. If the unit was purchased less than 30 days previous to the repair, the unit will be switched with a new unit. Typical time for a warranty exchange is 60 minutes.

Units that are deemed to be physically damaged, or have liquid contamination or damage will not be covered under warranty. In this event, the customer is offered a 20% discount off of retail for the purchase of a new phone. In consideration of this discount, the customer agrees to allow Nextel Communications to have possession of the damaged phone. This type of transaction typically takes between 40 - 60 minutes.

If a unit is shipped and damaged during the transit, Nextel will replace or fix said unit.

Nextel Servicing Locations

Novi

40000 Grand River, Suite 200
Novi, MI 48375
248-386-5800

Southfield

300 Galleria Officentre, Suite 101
Southfield, MI 48034
248-213-3100

Lansing

2807 Jolly Road, Suite 360
Okemos, MI 48864
517-324-4800

Grand Rapids

4695 44th Street S. E.
Suite B-150
Grand Rapids, MI 49512
616-974-2400

Clinton Twp.

15945 Nineteen Mile Rd, Suite 206
Clinton Township, MI 48038
810-226-2300

Ann Arbor

950 Victors Way, Suite 70
Ann Arbor, MI 48108
734-214-7900

Customer Service Contacts:

Nextel Customer Care

800-639-6111

The representatives that will contacts for the State of Michigan:

Tanisha Jackson x8224

Jessica Rolon x8639

Regina Passucci – complex billing & research issues x8247

APPENDIX B

CONTRACTOR'S PRICING

Pricing Details

A few quick facts about Nextel

<p>Nextel National Network</p> <ul style="list-style-type: none"> - Guaranteed all-digital cellular - Home rates and airtime plans follow you wherever you travel on the Nextel National Network - No roaming charges anywhere in the U.S. - No landline connection charges; local calls are local - Local calls are based on current rate plans 	<p>Voice Mail and Digital Cellular Calling Features</p> <ul style="list-style-type: none"> - Digital cellular calling features include Call Hold, Call Waiting and Call Forwarding - All calls made to Nextel voice mail from a Nextel Phone are billed at listed digital cellular rates - Calls transferred to numbers other than Nextel voice mail via Call Forwarding are billed at \$0.10 per minute and long distance charges 	<ul style="list-style-type: none"> - Netel offers One-Second Rounding. Which means after the first minute calls are rounded to the second. We call it one second rounding, you call it big savings. - Nextel delivers digital cellular long distance for a flat rate of \$0.15 per minute. Unlike many other companies, we don't charge for landline connections or premiums for peak airtime. - Nextel Direct ConnectSM allows you to instantly connect with one or all of your co-workers at a fraction of the cost of cellular with the push of one button.
<p>Digital Cellular</p> <ul style="list-style-type: none"> - All digital calls are rounded to 	<p>per minute</p>	

- Directory information calls are additional

(if available on your Service plan)

- Digital two-way radio function
- Cost is a fraction of traditional cellular rates
- Call duration is rounded to the nearest second

Group Call

- Call duration is timed and multiplied by the number of participants involved in the call
- Call initiator is billed for the call

- Numeric paging and voice mail alerts are free of charge	-
- Text pages up to 140 characters are	

billed as referenced in each plan
NexNote™ and NexNote Plus™
paging
software are available

- E-mail and Web Paging are available to send pages to Nextel customers

Caller ID*

- Screen your calls and manage costs for one low price per month
- Per-Call Blocking and Per-Line Blocking are available for all Nextel customers

*Caller ID is not available in all areas

- **Nextel's National Network** is simplicity with no no access codes, PINs or extra digits to reach people and **no roaming charges.**

- Nextel phones, manufactured by Motorola offer advanced digital services such as: **Voice Mail, Text and Numeric Paging, Call Waiting and Caller ID*.**

- **The Nextel National Network** offers the latest in digital calling: high security, clarity and no cross talk.

- Nextel has no **minimum-term contracts.**

*Caller ID not available in all areas.

Long Distance

- Long distance is billed at \$0.15 per minute within the continental U.S. in addition to listed digital cellular airtime charges.

- Long distance charges apply to:

*all outbound calls made to numbers outside a Nextel local calling area

*all calls received while traveling

outside Home Calling Area

Additional Line*

- Separate business from personal calls or dedicate a second line to your most important calls

- Second line rings and gives you the option to take the call, even if you are on line 1

3-Way Calling*

- Connect with two other parties at the same time

**Not available on all Nextel phone models.*

Please ask your Sales Representative for details.

SECTION 4.0 PRICING

4.1 Nextel Equipment Pricing

NATIONAL PHONE KITS

Pricing and Packages

rev: September 1, 1998

EFFECTIVE: 1 September 1998

(Prices are subject to future change.)

Please note: 17% discount will be offered to the *State of Michigan* on all equipment and accessories. (Installation and labor not included)

Please visit our website: www.nextel.com for details on Nextel's equipment and accessories.

Model	Package			Suggested Retail Price	Promotion
	*Battery	Charger	Other		
i1000 New Integrated Portable Phone	Standard Li 900 mah (ntn8614)	Travel charger (npn6197)	Plastic holster (ntn8657)	\$299.00	\$100 off
i390 Integrated Portable Phone	2 Slim+Nimh 600 mah (ntn8609) or (tnc0651)	Rapid Charger (ntn8103)		\$99.00	
i600 Integrated Portable Phone	Slim NiMH 800 Mah (ntn8521)	Rapid Charger (ntn8103)		\$199.00	
I370 Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		\$179.00	
R370 Rugged Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		\$279.00	
C280 Digital Cellular Portabel Phone	Standard NiCd 700 mah (ntn8099)	Rapid Charger (ntn8103)			\$49.00 while supplies last
M100 Mobile Dispatch Only			Mic, built-in speaker, installation kit, wiring. Does NOT include installation and antenna.	\$649.00	
M370 Mobile Integrated Phone			Handset, visor mic, installation kit, wiring. Does NOT include installation, antenna, or external speaker	\$649.00	

B370 Base Station Integrated Phone			Handset, external speaker, installation kit, wiring. Does NOT include installation, power supply, and antenna	\$699.00	
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* all portable packages include 1 battery unless specified

NEXTEL ACCESSORIES PRICE LIST

		SUGGESTED	
PART NUMBER	DESCRIPTION	RETAIL PRICE	SALE PRICE
<i>Cases (1600™,i390,1370, r370, c280 and m370)</i>			
WNC0601	Nextel i600 Leather Case	\$19.95	\$14.95
WNC0371	Nextel 1370 Leather Case	\$19.95	
WNC0281	Nextel Leather Pouch for i600™, i390, i370, c280	\$19.95	
NTN8366 (1590)	Motorola Carry Holster for i600™, i390, i370, r370, c280	\$14.95	
NTN8365 (1589)	Motorola Leather Pouch for i600™, i390, i370, c280	\$24.95	
NTN8119	Motorola Nylon Pouch for i600™, i390, i370, c280	\$19.95	
NTN8648 (1592)	Motorola i600™, i390 Leather Case with Window	\$24.95	
MR1002	i600™,1390 Hard Leather Case w/Swivel	\$29.95	
NTN8090 (1588)	Motorola i370 Leather Case	\$24.95	
NTN8396	Motorola r370 Nylon Case with Belt Loop	\$29.95	
NTN8414	Motorola r370 Nylon Case with Belt Clip	\$29.95	
NTN8398	Motorola r370 Hard Leather Case with Belt Loop	\$44.95	
NTN8397	Motorola r370 Hard Leather Case with Swivel	\$49.95	
<i>Audio (i600™, i390, i370, r370, c280 and m370)</i>			
NTN8369	Audio Connector*	\$24.95	
NTN8367	Earpiece with Microphone*	\$24.95	
NTN8497	Earpiece Headset with Boom Microphone*	\$29.95	
NTN8496	Lightweight Headset*	\$39.95	
NMN6257	r370 Remote Speaker/Microphone*	\$89.95	
NAF5075	r370 Antenna: 1/2 wave*	\$39.95	
<i>Vehicle (i600™, i390, i370, r370, c280 and m370)</i>			
NTN1583	Hands-Free Car Adapter for i600™, i390, i370, r370, c280*	\$99.95	\$89.95
NTN1580	Car Kit for i600, i390*	\$249.95	
NTN1408	Car Kit for i370, c280*	\$149.95	

NTN1567	Car Kit for r370*	\$139.95
NTN8512	i600™ Car Kit Replacement Cradle*	\$199.95
HMN4058	Remote mic/PTT for Car kits and m100*	\$39.95
FLNB834	Remote PTT for Car Kits*	\$29.95
HSN1005	External Speaker for Car Kits*	\$149.95
HSN4030	External Speaker for m370*	\$39.95
<i>Software (i600™, i390,i370, r370, c280 and m370)</i>		
NTN 1 577B	iDEN Organizer v1.02*	\$29.95
NEXNOTE-WN	NexNote™ 3.0 - Windows	\$9.95
NEXNOTE+-WN	NexNote Plus™ 3.0 - Windows	\$19.95

PART NUMBER	DESCRIPTION	RETAIL PRICE	SALE PRICE
i1000 Batteries			
NTN1645	Motorola Slim Lithium Ion Battery	\$59.95	
NTN1644	Motorola Standard Lithium Ion Battery	\$54.95	
I1000 Chargers			
NPN6197	Motorola Travel Charger	\$29.95	
NTN1627	Motorola Dual-Pocket Desktop Charger	\$59.95	
NTN1628	Motorola Cigarette Lighter Adapter	\$39.95	
i1000 Cases			
FSL1100	Nextel Leather Case with Belt Clip	\$19.95	
FSL1200	Nextel Leather Case with Swivel	\$19.95	
NTN1638	Leather Pouch by Motorola	\$19.95	
NTN8657	Carry Holster by Motorola	\$9.95	
i1000 Audio			
NTN8654	Audio Adapter*	\$24.95	
NTN8367	Earpiece with Microphone*	\$24.95	
NTN8497	Earpiece Headset with Boom Mic	\$29.95	
NTN8496	Lightweight Headset*	\$39.95	
i1000 Vehicle			
NTN8656	Hands-free Car Adapter*	\$119.95	
NTN1661	Hands-free Car Adapter w/ Dash-Mount Phone Holder		\$129.95
NTN8840	Dash-Mount Phone Holder	\$19.95	
FLN9108	Remote PTT Switch*	\$24.95	
i1000 Software			
NTN1613	iDEN Organizer*	\$59.95	
Batteries (i600™, i390, i370, c280, and m370)			
TNC0651	Nextel Slim NiCd Battery	\$29.95	\$24.95
TNC0801	Nextel Slim NiMH Battery	\$49.95	\$39.95
NTN8098 (1586)	Motorola Slim NiCd Battery	\$59.95	\$39.95
NTN8609	Motorola Slim NiMH Battery	\$24.95	
NTN8524	Motorola Slim Lithium Ion Battery	\$119.95	
NTN8100 (1587)	Motorola High-Capacity NiMH Battery	\$39.95	
NTN8450	Motorola High-Capacity Lithium Ion Battery	\$59.95	\$49.95
NTN8525	Motorola High-Capacity Lithium Ion Battery	\$119.95	
Chargers (i600™, i390, i370, r370, c280 and m370)			
ANC3126	Nextel Cigarette Lighter Adapter	\$29.95	\$24.95
NTN8105 (1585A)	Motorola Cigarette Lighter Adapter	\$34.95	\$29.95
NTN8103	Motorola Dual-Pocket Rapid Charger	\$99.95	\$79.95

4.3 Nextel Service Pricing

Highlights of the Nextel Pricing Proposal

Because of the unique features that Nextel offers with its service, there are several highlights that must be considered to realize the full impact of this feature-rich service.

No Roaming Charges on Cellular

Nextel does not charge for roaming in the U.S. and Canada (on the Clearnet system). This will be a significant savings for those *State of Michigan* employees who travel out of their home area. When traveling, the *State of Michigan* user will merely have to turn the unit on, and the registration is done automatically. There is no need to put in a code, and there is no charge.

Flat Long Distance Rates

All long distance calls on the Nextel system are billed at \$0.15 per minute, and calls between the US and Canada are billed at \$0.30 per minute. The local calling area of the Nextel system is considerably larger than that of a typical wireline service.

One Second Rounding

After the first minute on a cellular call the user is charged only for exactly how many seconds he is on the phone. The calls are rounded to the next second. All Direct ConnectSM calls are rounded to the next second. This can be tremendous savings for *State of Michigan*.

The Direct ConnectSM Advantage

In Nextel's experience with large corporations, Nextel has found that the Direct ConnectSM can provide a tremendous savings. Typically, in a corporation the majority of calls are made within the company to fellow co-workers. In informal surveys, Nextel has discovered that within large companies an average between 40% to 70% of the calls are internal. Since Direct ConnectSM charges are lower than digital cellular, a company can realize a tremendous savings by utilizing Direct Connect. This feature can be used in a wide coverage area. For example, a *State of Michigan* employee in Seattle can instantaneously talk to other members of his business workgroup in Spokane, Portland and Eugene by pressing one button.

Private Call

Nextel encourages its customers to use Private Call when using the Direct Connect(sm) service, because billing for a Group Call is based on how many members of the talkgroup are on the call. If there are ten talkgroup members, the billing for the call will be the per-minute rate times ten.

Integration of Paging

With the Nextel service paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

The pricing structure reflects this integration. An unlimited number of numeric pages are included and a number of text messages are also included depending on the rate plan used.

Flexibility in Pricing

The State of Michigan can change their service pricing plan at any time. Nextel does not require any commit time to utilize our services. This will enable you to take advantage of more attractive pricing as your needs change. Nextel offers several pricing plans based on function and usage.

CENTRALIZED OR DECENTRALIZED PRICING

Nextel's strength comes from being the only carrier that can offer a 100% guaranteed digital network, wholly owned by Nextel, eliminating the need to partner with any other carriers to provide the coverage *State of Michigan* needs. Because of this, Nextel is able to be quite flexible in its pricing structure and is pleased to be able to offer our corporate clients a choice of either centralized or decentralized pricing.

Nextel offers its clients a flat rate for service per unit per month. The flat rate includes an amount of "Direct Connect(sm)," or two-way radio time, an amount of cellular time, and included numeric and text pages. There are numerous choices of what the flat rate may be, depending on which Nextel area the user may be in.

Decentralized Pricing

Nextel has several independent profit and loss centers around the country, all with their own Nextel home market pricing. Promotions and rates will vary from one Nextel market area to another. Users may take advantage of these rates if they wish.

Centralized Pricing

For some clients, a centralized approach is preferable. The Account Advantage Rate Plan as well with the applicable discount schedule is attached for your reference.

NEXTEL SERVICE PRICING

A 5% discount on all non-Advantage and Advantage Plus service pricing will be offered to the State of Michigan. Also, shipping charges and activation fees will be waived.

Service Pricing is billed 30 days in advance, plus first pro-rated month.

For New Activations

	Portable Phone Promo	North Region i390/i600 Extra Battery Promotion	Waiver of \$3 Business Net Membership Fee	New Performance Plans	New Performance Plus Plans	Performance Enhanced Plans
Definition	Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95.	Waive \$3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999
Requirements		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.		There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.	
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.
	Replacements for the i390 are \$149, for the i600 are \$199, and for the i1000 are \$299 through the Direct Sales Channel.	This promotion is not available through Nextel Nextday.	Must be a new activation or an account set up prior to 1/1/99 that is converting all units to the Business Network between 4/1/99 and 5/31/99. No replacements.	Must activate on a new Performance Rate Plan.	Must activate on a new Performance Plus Rate Plan.	Must activate on a new Performance Enhanced Rate Plan.

For New Activations

	Portable Phone Promo	North Region i390/i600 Extra Battery Promotion	Waiver of \$3 Business Net Membership Fee	New Performance Plans	New Performance Plus Plans	Performance Enhanced Plans	Additional Line Service Plan	Referral Prgm.
Definition	Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95.	Waive \$3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.	Nextel customers can activate the Additional Line Service on their i600 or i1000 on a new promotional \$25 plan that includes 250 cellular minutes and \$0.10 overage.	\$10 per unit credit for every newly referred, activated unit.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - June 30, 1999	May 13, 1996 - June 30, 1999
		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.	There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.				New customer cannot be a previous customer of Nextel.
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	Referred units must be activated outside of the referring customers account.	
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Potential customers and referring customers may not be employees or their family members.	

Nextel Great Lakes Area Rate Plans

Michigan/Toledo, Northern Ohio and Columbus
Markets

	Performance Plans				Performance Plus Plans ⁽¹⁾				Performance Enhanced Plans ⁽¹⁾	
	Performance 150	Performance 300	Performance 600	Performance 1200	Performance Plus 20	Performance Plus 150	Performance Plus 300	Performance Plus 600	Performance Enhanced 600	Performance Enhanced 1200
Monthly Access Rate	\$39.95	\$49.95	\$64.95	\$94.95	\$34.95	\$54.95	\$64.95	\$79.95	\$99.95	\$129.95
Digital Cellular										
Included Airtime	150	300	600	1200	20	150	300	600	600	1200
Double Your Minutes Promotion! ⁽⁵⁾	300	600	1200	2400	n/a	n/a	n/a	n/a	1200	2400
Additional Minutes	\$0.25	\$0.22	\$0.19	\$0.17	\$0.30	\$0.25	\$0.22	\$0.19	\$0.19	\$0.17
Nextel Direct Connect										
Minutes Included	0	0	0	0	150	150	150	150	NA	NA
Direct Connect Promotion! ⁽⁵⁾	50	50	50	50	n/a	Unlimited Pvt Call	Unlimited Pvt Call	Unlimited Pvt Call	n/a	n/a
Private Call, rate per minute	\$0.15	\$0.15	\$0.15	\$0.15	\$0.12	\$0.12	\$0.12	\$0.12	Unlimited	Unlimited
Group Call, rate per minute ⁽¹⁾	\$0.15	\$0.15	\$0.15	\$0.15	\$0.12	\$0.12	\$0.12	\$0.12	\$0.12	\$0.12
National Text & Numeric Paging										
Numeric Pages Included	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Each Text Page	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Enhanced Services Promotion! ⁽⁵⁾										
Voice Mail, Caller ID, 100 TNP	n/a	n/a	n/a	n/a	n/a	Included	Included	Included	Included	Included
Optional Features		Notes								
Voice Mail	\$3	(1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.								
Caller ID ⁽³⁾	\$3	(2) A customer must subscribe to a plan with Unlimited Private Call to join the Nextel Business Networks.								
Incoming/Outgoing Call Restrictions (each)	\$2.50	(Subscription fee may apply when joining the Business Networks.)								
100 Text Messages	\$3	(3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer								
300 Text Messages	\$7	Care at 800-639-6111 to request blocking.								
1,000 Text Messages	\$15	(4) Additional line can use any rate plan, including the \$10.00 cellular only plan as listed under optional features.								
Enhanced Services Package	\$6	(5) Promotions available for a limited time only.								

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE. SM

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YOU'VE NEVER USED A PHONE LIKE THIS BEFORE, and Nextel Direct Connect

are trademarks and/or service marks of Nextel Communications, Inc.

Rate plans are subject to change without notice. Other restrictions may apply.

Caller ID not available in all areas.

Nextel National Business Plans							
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Michigan/Toledo, Northern Ohio, Southern Ohio and Western Pennsylvania Markets

	National Business Plans		
	Business Plan 600	Business Plan 1000	Business Plan 1400
Monthly Access Rate	\$89.95	\$129.95	\$159.95
Digital Cellular			
Included Airtime	600	1000	1400
Additional Minutes	\$0.25	\$0.25	\$0.25
Long Distance	Included	Included	Included
Nextel Direct Connect			
Minutes Included	N/A	N/A	N/A
Private Call, rate per minute	Unlimited	Unlimited	Unlimited
Group Call, rate per minute ⁽¹⁾	\$0.15	\$0.15	\$0.15
National Text & Numeric Paging			
Numeric Pages Included	Unlimited	Unlimited	Unlimited
Each Text Page	\$0.10	\$0.10	\$0.10

Optional Features	
Voice Mail	\$3
Caller ID ⁽³⁾	\$3
Incoming/Outgoing Call Restrictions	\$2.50 (each)
100 Text Messages	\$3
300 Text Messages	\$7
1,000 Text Messages	\$15
Enhanced Services Package	\$6
<i>100 TNP, Caller ID, Voice Mail</i>	
Additional Line ⁽⁴⁾	
Monthly Access	\$10
Per Minute Cellular Rates	\$0.25

Notes

- (1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.
- (3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.
- (4) Additional line can use any rate plan, including the \$10.00 cellular only plan as listed under optional features.



Great Lakes Area

State of Michigan Service Pricing

*Discounts are driven based on new account implementation.

Account Advantage Plan	
Monthly Access Charge per Unit*	\$17.00
Number of Units	Access Discount
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	Airtime Per Minute
0 - 499	Rate
500 - 999	\$0.28
1,000 - 9,999	\$0.23
10,000 – 24,999	\$0.19
25,000 +	\$0.17
	\$0.16
Nextel Direct Connect SM	
minutes included	0
additional minutes	\$0.15
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	\$0.10
each operator-assisted message	\$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans

incoming/outgoing call	\$2.50 (each)
restriction	\$3.00
100 text messages	\$7.00
300 text messages	\$15.00
1,000 text messages	\$3.00
caller ID	n/c
caller ID blocking ⁽¹⁾	
additional line	\$10.00
monthly access	\$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

NEXTEL[®]

Great Lakes Area

State of Michigan Service Pricing

*Discounts are driven based on new account implementation.

<i>Account Advantage Plus Plan</i>	
Monthly Access Charge per Unit*	\$40.00
Number of Units	Access Discount
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	Airtime Per Minute
0 - 499	Rate
500 - 999	\$0.28
1,000 - 9,999	\$0.23
10,000 – 24,999	\$0.19
25,000+	\$0.17
	\$0.16
Nextel Direct ConnectSM	
minutes included	150
additional minutes	\$0.12
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	\$0.10
each operator-assisted message	\$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans

incoming/outgoing call	\$2.50 (each)
restriction	\$3.00
100 text messages	\$7.00
300 text messages	\$15.00
1,000 text messages	\$3.00
caller ID	n/c
caller ID blocking ⁽¹⁾	
additional line	\$10.00
monthly access	\$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

To highlight the convenience of having an additional line, we are pleased to announce a special promotional rate plan for new or existing Additional Line Service subscribers. For an incredible price of only **\$25** a month, customers can get **250** minutes of cellular usage on their additional line with overages at a low per minute rate of only \$0.10.

Hurry! This offer is only available from 4/1/99 through 6/30/99. Those who sign up for Additional Line Service on this plan are guaranteed these low rates until 7/1/2000.

Customers with i600 or i1000 phones can now take advantage of the benefits and convenience of having an additional line. As a reminder, Nextel's Additional Line Service is great for...

- Separating personal and business for cellular usage.
- Giving employees an option to have a cellular phone, without the company having to incur the risk of additional airtime charges.
- Providing an "emergency" or "important caller" identification by giving the number to a limited group of individuals.
- Reducing inbound toll charges for callers to Nextel customers, by setting up a second PTN in the local Nextel coverage area.
-

Even if you aren't interested in one of the above reasons, an extra 250 of cellular minutes at only \$25 is an incredible offer by itself!

Terms and Conditions

- Available to existing units, as well as new units that are activated on this plan between 4/1/99 and 6/30/99 in any North Region market.
- Cellular minutes cannot be combined (pooled) with cellular minutes on primary line.
- Only available to users of Nextel phones with Additional Line Service capability (i600 or i1000).
- Long distance fees are extra.
-

REFERRAL COUPONS

The Referral Program has not changed and has been extended through June 30, 1999.

The new referral coupon is included as the second page. Simply print as many copies of the coupon as you need. Do not make any changes to the coupon. The coupon must be completed and submitted as usual for referral credit. Please review the guidelines below for details.

Offer

Until June 30, 1999 any Nextel customer can receive a \$10 credit for each unit activated at the time of account setup on a new account that they refer to a Nextel representative.

The purpose of the Customer Referral Program is:

1. To motivate and incent our current customers to recommend Nextel products and services to their customers, industry peers, or other prospects.
2. To provide an easy method of referral and customer credit receipt.

Communication

Nextel sales representatives can communicate this program to customers and prospects. It will not be mentioned in advertising or direct mail.

Promotion Guidelines

1. Referred prospect must activate units within the Great Lakes Area by June 30, 1999.
2. Referrals must be outside of the current account. A customer cannot refer an internal department or division and receive referral credits.

3. A Nextel Referral Coupon must be completed and submitted with the referred prospect's Subscriber Agreement.
4. Referring customers will receive credit only upon activation of referred prospect account.
5. Dollar credit applicable only to the initial number of units activated. Subsequent account activations do not count toward additional dollar credits for referring customers.



Referral Coupon

\$10 Credit Per Unit

Offer Expires June 30, 1999

Not redeemable for Cash

Nextel Referral Program Terms and Conditions

1. This coupon may be redeemed for a \$10.00 per unit credit to be applied against the referring customer's digital iDEN system bill. It cannot be redeemed for cash. The coupon must be signed by the new customer and must accompany a qualified new order. The credit will be applied to the air time and access fee portions of the referring customer's first digital iDEN system bill (not to equipment charges or charges for other services) following final completion and approval of a Nextel iDEN service agreement by new customer. If new customer does not become a customer of Nextel's iDEN system for any reason, the referring customer will not be entitled to any credit. Nextel shall not be obligated to accept any new customer except in Nextel sole discretion.
2. To be eligible for the credit, both the referring customer and the new customer must be customers on Nextel's digital iDEN system in the Great Lakes Area.
3. To be a qualified new order, the new order must be (i) signed by the existing and new customers, (ii) submitted to Nextel on or prior to 6/30/99, with this coupon attached to the new order. Also, to be a qualified new order, the new customer must not have been previously a customer of Nextel's digital iDEN system.
4. Only one coupon is permitted for each new customer.
5. Nextel reserves the right to alter or withdraw this offer at any time during the program without prior notice. Nextel may decline acceptance of any coupon that does not adhere to these terms and conditions.
6. This offer is void where prohibited by law. All disputes will be resolved by Nextel in its sole discretion.
7. Nextel employees and their families are not eligible for the credit and may not be new customers entitling referring customers to the credit.

.....*Complete the section below and return the entire form with
order*.....

Existing Nextel Customer Providing the Referral Information (please print)

Name: _____

Company: _____

Account #: _____

Signature: _____

New Customer Information (please print)

Name: _____

Company: _____

of Units: _____

Signature: _____

Name of AE or Dealer: _____